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THE NEWSPAPER FOR SITTINGBOURNE, ISLE OF SHEPPEY, FAVERSHAM & DISTRICT



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Helping the UK out of recession and boosting communities – inside our **FREE** supplement celebrating your local independent traders



# TOWN CENTRE WILL BE CLOSED TO TRAFFIC

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## A YEAR IN THE LIFE

The hop festival, A-level results and the annual raft race are just some of the snaps being displayed by amateur photographers taking part in an exhibition portraying a year in the life of Faversham. The event will run until Sunday, September 12, in the Drill Hall on Preston Street.

FULL STORY ON PAGE 5.

■ BY FLORENCE TENNENT

FAVERSHAM town centre will be closed to traffic three days a week despite an outcry from traders.

District and town councillors voted on Monday to reverse traffic down Preston Street, allowing for the closure of Court Street, Market Street and West Street between 10am and 4pm on market days, by way of an existing gate at the junction of Court Street and Crescent Road.

The motion was passed by a slim six votes to four, despite multiple objections from traders and residents living in the town centre.

The directors of the Royal Cinema in Faversham, said: "We, as permanent traders, are sick of playing second fiddle to the market. We cannot stress strongly enough how difficult the road closure would make trading."

Disabled badge holders were also concerned that closing the centre would make access difficult and residents were worried they would no longer be able to reach their garages or collect heavy purchases.

Currently the whole town centre closes to traffic on Saturdays but this scheme would see that extended to Tuesdays and Fridays, which is a step closer to the full six day pedestrianisation that the town council were requesting.

In 2004 a survey was taken showing that seventy per cent of residents were in favour of closing the centre. However the Chamber of Commerce undertook their own survey, with 82 per cent of the 58 businesses surveyed against the plan and 55 per cent believing it would make business a lot worse as companies

CONTINUED ON PAGE 3

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**ON THE MOVE:** The Belgian marching band is always a hit

# We're not only here for the Hop Festival beer

■ BY IAN READ

ORGANISERS of this year's record-breaking Faversham Hop Festival say they need more help to secure the event's future.

Revellers from across the country flocked to the town to enjoy street entertainment and the chance to sample many fine beers.

Highlight of the festivities were Granny Tourism, a street act involving three elderly 'ladies' on motorised shopping trolleys.

The weekend passed off peacefully with just six arrests, although two women had to be treated by St John Ambulance staff after they were struck by a mobility scooter near Market Square on Saturday.

But committee member Ernie Warner warned a lack of marshals to control crowds and ease bottlenecks could pose problems next year. He said: "The people of Faversham have had a weekend of fun and top entertainment for free.

"If they wish the festival to continue, then we must have more people as marshals.

"We need 100 people over the weekend to work in shifts. You can't expect volunteers to work all day, so if we can get as many as possible it won't



**DIFFERENT DRUM:** No Hop Festival is complete without morris dancers

be so onerous." The festival committee is responsible for two stages and events in the centre of town up to 5pm. Mr Warner said the committee had received four complaints about events which took place in the evening.

He said: "If people wish to complain, they should contact Swale council's licensing officer."

But publicans in the town certainly weren't complaining. David Thompson, co-owner of the Old Wine Vaults, said: "Everyone had a brilliant time. It is to the credit of the people of Faversham that they can put on an event like this. Our takings were 20 per cent up on last year."

The Railway Hotel was shut on Tuesday because staff were worn out

and the venue had run out of beer.

Landlord Chris McLean said: "Saturday was busier than I've ever seen it. We had no trouble. Everybody was determined to have a good time."



**REVVED UP:** Granny Tourism



**FLAG DAY:** Cavaliers were standard bearers for the Hop Festival parade

## But it's no fun for festival chairman

HOP Festival chairman Paul Durkin was monitoring sound levels outside the house of a man who wasn't even there this weekend.

This year's festival was the 20th in the town and a resounding success, despite complaints one resident in previous years.

As a result of his lobbying, health and safety engineer Mr Durkin has had to set up the monitoring equipment at the top of Preston Street each year to comply with licensing regulations.

But this time, it was revealed that the complainant was not even at home on the day of the festival. But because of his complaint about noise

coming from a stage opposite his home in 2005.

At one point, Mr Durkin was the only person allowed to set up the equipment.

He said: "If I was ill or broke a leg, the festival would have ground to a halt. It was ridiculous.

"Because of the restrictions on our licence, somebody has to be on station all the time. We have been handcuffed in red tape.

"Pubs have bands on but there is no restrictions on their licence. All we wanted was for an experienced sound engineer to pull the plug if necessary.

"This year we've had no problems and no complaints."



**NOW HEAR THIS:** Paul Durkin with monitor

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# Meddlesome byelaws make your blood boil

■ BY FLORENCE TENNENT

ARCHAIC byelaws relating to rag and bone men, fat-melters, gut-scrappers and blood-boilers – among other things – could soon be scrapped by Swale council.

Government proposals to simplify the system of byelaws is expected to see many of Swale's 138 historic regulations scrapped.

Byelaws are local laws made by councils or other public bodies to deal with issues specific to their area that aren't already covered by existing law.

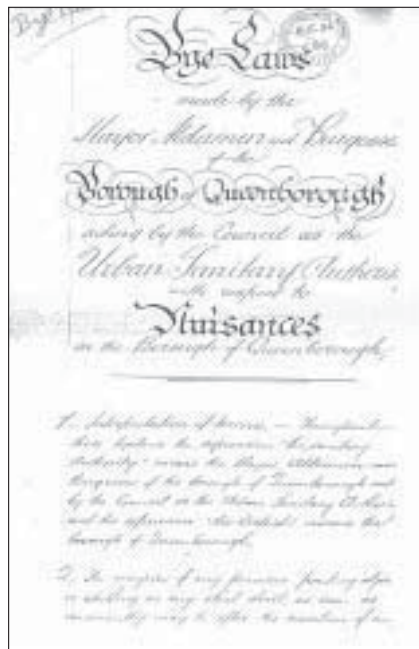
Some have been repealed but others have been left in force and simply not referred to.

Currently, potential byelaws must be subject to central government approval and public consultation before they can be passed, but the new Government is proposing to simplify the system so councils don't need to ask Westminster for permission before making or scrapping the laws.

Their scope is quite limited and the most recent one for Swale was introduced in April, 2005, regulating public pleasure grounds, public walks and open spaces.

Local government minister Grant Shapps said: "This is part of wider Government plans to devolve power straight from Whitehall to communities, so they can improve the quality of their area for themselves."

The earliest Swale byelaw, dating from January 13, 1880, concerns wagons and gates and states: "The owner of any wagon, wain,



**RULE OF LAW:** Government plans would make it easier to scrap byelaws relating to 'nuisances' from years gone by

cart, or carriage shall not cause such to be used on any main road or highway if any nail on any wheel of such wagon project beyond one half of

an inch above any part of the surface of such wheel."

Another, introduced in 1959 by Faversham council, instructs: "No person shall cause or permit any device for scaring birds by means of periodic explosions to be in operation during the hours of darkness."

Byelaw contraventions are dealt with by magistrates' courts and punishable through fines, in this case of up to £5 – a substantial amount in the 1950s but not such a deterrent nowadays.

Noisy revellers might be interested to know a byelaw set by Kent County Council in February, 1924, serves up a £5 punishment if any person "on any public coach or vehicle hired for the conveyance of pleasure parties and the like shall blow any horn or use any noisy instrument or make or combine with any other person or persons to make any loud singing or outcry while passing through any town, village or hamlet to the annoyance of residents".

Some byelaws, however, still serve a practical purpose, regulating hackney carriages, roads and buildings, cemeteries, public spaces and toilets, schools and tattoo parlours.

Byelaws were passed in October, 1955, concerning the employment of children and preventing children under the age of 13 to be employed, unless fruit picking for their parents, and strictly limiting the types of jobs for children up to the age of 16.

If passed, the new plans will allow byelaws to be introduced faster and more easily, but currently the borough council has no plans to introduce any new ones.

## CCTV images of bank snatch duo



POLICE have released these CCTV images of the teenage bank raiders who made off with thousands of pounds from a high street bank in Sheerness.

One of the youths grabbed the bag of cash in Lloyds TSB as a security guard handed it to a cashier, just before 1pm on Friday, August 27.

The raider is white, aged 15 or 16, about 5ft 8in, of medium build and was wearing a grey hooded top and white trainers. He escaped out the back where it is believed his accomplice was waiting in an old black BMW. The other youth is of a similar age, white and of slim build.

He was wearing jeans and a dark, knitted bobble hat.

Anyone who recognises them can contact the inquiry team at Sittingbourne police station on 01795 419161.



## Closure sparks disagreement

CONTINUED FROM FRONT PAGE

would not be able to take deliveries during the day.

The plans were rejected in favour of reversing the flow of traffic in Preston Street from Stone Street to East Street but due to budget constraints this never happened and in July the town council asked that full pedestrianisation be considered again, stating: "It seems to local government electors that the wishes of the majority have been overridden by a few unimaginative and selfish people who are not prepared to make any effort to make Faversham town centre attractive."

They argued that full closure was more coherent instead of confusing drivers with partial measures and that it would be easier to police and safer for pedestrians.

There was disagreement within the council. Cllr Keith Ferrin said: "It is untrue that this works everywhere. Ten thousand high streets have been killed off by attempted pedestrianisation."

However Cllr Adrian Crowther said: "In the first few months trade will probably dip but on average town centres see a fifteen per cent rise in business once people learn about the changes."

Transport officers will now finish designing the one way system for Preston Street before a date is set for closures to begin

## The party's over as ASBI breach lands woman in prison

LOUD music and rowdiness have landed a Sittingbourne woman behind bars after she breached her second anti-social behaviour injunction five minutes after it was served.

Elizabeth Mackrill, 54, was given her first ASBI in April after neighbours complained of months of loud, drunken behavior from her and her partner, Philip Pearson, at his flat on St. George's Avenue, Sheerness.

After both breached the order, Pearson was sent to prison for a fortnight and Mackrill was given a three-month suspended sentence.

However, on Pearson's release the pair moved their rowdy activities to Mackrill's home at Cavell Way, Sittingbourne, and landlords Moat Housing requested to expand the ASBI to include her flat.

Yet five minutes after serving her with a second order on August 13, a housing officer heard her turn up the music and Mackrill was re-arrested and sentenced to a fortnight in Bronzefield prison in Middlesex.

ASBIs are similar to ASBOs, but are sought by housing providers rather than individuals, in this case Pearson's landlord AmicusHorizon Housing, which achieved an unusually long two-year extension to the ban. Gerri Scott, executive director of Moat Housing, said: "We take a strong stance on anti-social behaviour and will not tolerate people who continue to make life miserable for our residents."

Tina Grafton, community safety officer, said: "We take anti-social behaviour very seriously and work closely with all our partners, including the police, the community and social landlords to ensure it is not tolerated."

"This result shows these injunctions have teeth and we will continue to enforce them wherever necessary to ensure further nuisance is not caused to the community."

Mackrill is also facing two outstanding charges for breaches of the first ASBI.

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PICTURE THIS: The exhibition, 365, a Year in the Life of Faversham, drew in more than 2,500 fascinated visitors

# Thousands flock to celebration of a year in our lives

AN INNOVATIVE photography exhibition opened in Faversham over the weekend, showcasing last year through the eyes of local snappers.

About 50 photographers, amateurs and professionals, took a photo of anywhere in the area, at any time of day for every day in 2009, with the best daily submission chosen for display in 365, A Year in the Life of Faversham, by a panel of judges including Ted Wilcox, a former town mayor.

Ted said: "It was a long process and very difficult to choose, but what we now have is a living history of the town, something that links in the community and the place."

"Some days we had more than 10 shots to choose from, although some were a little over photoshopped in my opinion."

The exhibition has already attracted more than 2,500 visitors in its opening weekend.

The photos are chronologically displayed from January 1 to December 31 and juxtaposed with images of Faversham in the past. Subject matter varies from portraits of Bob Geldof and vets at work, to a misty morning and duck eggs on toast.

The hop festival, A-level results and the annual raft race are just some of the events covered, with some shots carefully styled and composed and others a quick snap on a phone.

Bob Lamoon, co-organiser and contributor, said: "We genuinely took each photo on the

■ BY FLORENCE TENNENT

day; we organised weekly shifts to make sure there was always someone taking photos even when the weather was miserable."

Nathalie Banaigs first came up with the idea in 2007 when she moved to the town from Paris.

This year they were able to expand the show thanks to grants from the Heritage Lottery fund and the borough and county councils among others. The hall is open daily from 10am to 5pm and as well as a program of talks and activities exploring Faversham's rich history, each visitor can take away a free book of photos detailing the changing face of the town.

Children were entertained over the weekend by Chris and Geof Reed from Sheppey-based entertainers Big Fish, who dressed as colourful characters from the past and led them through the old and new photos.

Upcoming talks include the Faversham Flintstones, an exploration of pre-Roman settlements in the area.

Mr Lamoon said: "Now that it's been set up we hope it's something that can be exported easily to other towns. We probably won't run it again here for another couple of years as I think we always need to think of slightly different concepts."

The free exhibition opened on Friday, September 4, and will run until Sunday, September 12 in the Drill Hall on Preston Street in Faversham.

## Grant is in tune with community spirit

FAVERSHAM Air Cadets received £2,500 from a community charity to spend on new equipment and new instruments for their award-winning band.

The Grassroots charity, part of the Kent community foundation, funds small groups focusing on improving community spirit and quality of life.

The 1242 squadron meet Tuesdays and Thursdays at 7pm at their headquarters on Preston Street. Members can take part flying, gliding, shooting and adventure training, as well as practicing their musical skills.



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NEWS IN BRIEF

## Beware 'council' callers

PHONEY council callers have been trying to scam residents out of their bank details.

A number of suspicious members of the public have complained of cold-calling fraudsters who claim to be Swale council representatives requesting the occupier's bank details because they are due a tax return.

Cllr Dewar-Whalley, said: "We do not telephone or email people asking for their bank details for refunds. If you are due a refund, you will be informed by the council in writing."

Phil Hibben, neighbourhood inspector, urged caution: "Under no circumstances should you give your bank details out over the phone or at your front door, no matter how genuine the caller seems."

If you are contacted by someone claiming to be from the council, and you are in any doubt, you should take their name and position, and then phone the council's tax team on 01795 417555 to check the information.

## Take care to prevent fire

FIREFIGHTERS are urging residents to be cautious after a night of unusual callouts.

Engines were first summoned to a snake tank ablaze in All Saints road in Murston at 2.19am on the morning of Wednesday, September 1, after its heat mat caught alight.

Luckily a smoke alarm woke the teen sleeping nearby and he was able to rescue the tank but not his beloved corn snake.

Later that morning at 4.40am the two crews were called to a blaze at Wheatcroft Close in Sittingbourne after a used joss stick caught alight in a waste bin, quickly spreading to the curtains.

## Y not join charity walk?

LADIES, look away, Cancer Research are manning-up for their second annual male-only Y-Front Walk this weekend.

Men of all ages are meeting at 10.30am on Sunday to walk five 1km laps around the Faversham recreation ground to raise money and awareness for male cancer research.

Last year's walk raised about £1,500 and this year they're hoping to do better.

Anyone interested can pick up a sponsorship form from the Cancer Research charity shop at 19 Preston Street in Faversham.

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## Everyone benefits

FAVERSHAM benefits office has moved in with AmicusHorizon Housing on Stone Street.

The two organisations, which share 70 per cent of their customers, also began sharing their office space on Monday.

Cllr Duncan Dewar-Whalley, said: "We believe this will enable us to reach sections of the community who may have not thought about their benefit entitlements but may think to check this while they are popping into AmicusHorizon."

The benefits office will keep the same phone number and offer the same services but with slightly reduced hours, closing before 5pm on Wednesdays and Fridays.

## Demelza looks east

DEMEZLA children's hospice at Bobbing went global with a slot on Japanese TV.

A crew from TV Tokyo spent a day exploring Demelza ahead of the opening of the first hospice in Japan later this year. The piece was aired on the News Fine programme on Friday and featured interviews with director of care Wendy Faulknaill (pictured above) and the Mahon family, whose daughter Jessica suffers from cerebral palsy, epilepsy and dystonia.

Mandy Mahon, Jessica's mother, said: "Demelza has been a lifeline for us. We know Jessica will be looked after and we can have time to ourselves."

Maria Bosco from TV Tokyo said: "We hope the new children's hospices in Japan will be able to see the expert levels of care given at Demelza."



# Jailed: Violent yob who who gave HIV to sex partner

■ BY FLORENCE TENNENT

A VIOLENT offender who knowingly infected a 19-year-old with HIV has been sent to jail for two years.

Thirty-one-year-old Nicholas Andrew Richards of Saffron Way, Sittingbourne was given two years in prison and a five-year unprotected sex ban after he pleaded guilty to two charges of grievous bodily harm.

In June, 2008, Richards had unprotected sex with a teenager from Faversham, despite knowing he was HIV positive.

The young woman only found out she had the virus when she fell pregnant and took routine blood tests. Luckily, her baby was spared.

Richards was sentenced to a year in jail and given a five-year sexual offences prevention order, which forbids him from having unprotected sex and means he must warn any potential partners about his HIV status.

Detective Chief Inspector Simon Wilson of mid Kent police, said: "Not only did he know-

ingly infect a girl with HIV – a disease she will have to live with for the rest of her life – but he also selfishly put her child at risk, too.

"The sheer bravery the victim showed in coming forward immediately and giving evidence in court helped us secure a conviction against him and I pay tribute to her courage."

Richards was given an additional year's prison sentence for a separate incident of GBH with intent, on April 9, last year, when he assaulted a 28-year-old in Gillingham, leaving him with a partially severed tongue, bleeding to the left side of his brain, a bruised and swollen face and a broken nose.

Det Ch Insp Wilson said: "The crimes committed by Richards have been both abhorrent and callous, with far-reaching consequences for both his victims."

"His vicious attack on a man in Medway proves he is a danger to others and I am glad he has been brought to justice for his crimes."

"I would also appeal to others who may have fallen prey to this man to report it to police so he can be made to face the consequences of his actions."



**CALLOUS:** Thug Nicholas Richards knowingly infected a young woman with HIV through unprotected sex

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## QUESTION & ANSWER

### PAUL WILKINSON



**Q** Can you tell us a little about yourself and what you do?

**A** I'm an archaeologist who works with both developers and house builders and also with students. I trained in archaeology many years ago at the University of London, where I also took graphic design as a course subject. I was extremely lucky because at that time London was really exciting and I worked as an art director with the Beatles and Top of the Pops. I worked with Peter Blake designing the album cover for the Sgt Pepper's Lonely Hearts Club Band, I have the platinum disc to prove it.

I left uni with a BA first class honours and also a post graduate scholarship to Italy where I worked with some of the great names in Roman archaeology. When I returned I was lucky enough to get a job with the Sunday Times as an art director working on special projects such as the roman palace at Fishbourne.

About ten years ago I had just finished a five year stint as captain of a famous topsail schooner called the Charlotte Louise based in Malta and the Canaries and went back to university – St Andrews in Scotland where I took a PhD.

**Q** Tell us about your work with Kent Archaeological Field School?

**A** My PhD was based on the port of Faversham so I moved here and spent several years going through the excellent medieval

archives in the town. After completing my studies I was offered a three year archaeological surveyors contract with Swale Borough Council. I walked every field in the district and got to know most of the farmers. I was really knocked out by the amount of archaeology in the area and when I came across a derelict oast house, I bought it and obtained planning permission for the field school. The house was originally granted to the QE school by Queen Elizabeth during the dissolution of the monasteries and this was the first time it had been sold since. I set up the archaeological school myself but now we have specialists from all around the world teaching courses.

**Q** What has been the most memorable dig you've been on?

**A** Earlier this year – I was invited for the third year running to organise an archaeological dig in the world famous Palace of Nero just outside Pompeii. The archaeology was fantastic. The original excavations stopped at the eruption levels in 79AD but we were exploring the republican villa underneath. It's a bit like getting the chance to excavate Buckingham palace 2,000 years in the future.

**Q** How did the current dig come about?

**A** I approached the trustees of Syndale Park about five years ago to do a geophysical survey in the park. We electronically scanned

the area and the results were so exciting I persuaded the trustees to allow us to investigate.

**Q** What have you found so far?

**A** I have found the site of a Roman town. It is probably called Durolevum because, believe it or not, we have medieval copies of Roman road maps and the location of Durolevum fits with Syndale Park. We are excavating on the edge of the town so we have all sorts of burials, industrial kilns, roadside shops all mixed up together – but what we are really getting excited about is underneath all this I may have the Roman invasion fort of Claudius. We looked for it with Time Team a few years ago and it seem we were looking in the wrong place.

**Q** What happens next?

**A** We will continue digging next week and then everything will be recorded, photographed, surveyed and reburied. It's too expensive to keep sites open as you have to protect the artifacts, so because of the weather most sites are reburied and closed.

**Q** Can people get involved?

**A** Yes, anybody can join the Field School. Just see [www.kafs.co.uk](http://www.kafs.co.uk) for details – or come and see us at Syndale Park for our open day on Saturday, September 11.

**Q & A**

The director of the Kent Archaeological Field School speaks to **Florence Tennent** about the journey that led to the founding of the school and their recent exciting discovery of a Roman town

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## Closure of library service defended

KENT County Council has defended its decision to shut down its school library service (SLS).

Cambridgeshire closed its SLS earlier this year and the one in Oxfordshire shut several years ago.

The library was in Kings Hill, so schools in towns miles away had to send someone to collect the books they needed and later return them.

Under a new ticket scheme, school staff can visit their local library to borrow an allocation of books.

Janet Davies, family and lifelong learning services manager at KCC, said: "We continually work to improve access to our services. From September we will be offering free loans to all Kent schools through our libraries countywide under the new ticket system."

### Wider range

"We want all schools to be able to benefit from access to high quality library books. This new ticket will replace the library advisory service, which many schools found difficult to access."

"Schools will now be able to borrow up to 100 books from any public library in Kent. It will be easier for them to enjoy our books and will have a wider range of titles available."

"The new service allows staff from the school to come in and borrow books from their local library, or for school classes to come in and choose their own."

"Multiple copies of a book can also be made available by reserving in advance."

"In addition to providing books, we are continuing to support schools with class visits, homework clubs, reading groups and a range of activities and events."

# Ancient parchments reveal medieval land settlements

## EXCLUSIVE

■ BY FLORENCE TENNENT

UNIVERSITY of Kent archivists have unearthed a treasure trove of medieval Kentish land deeds in a box in the basement.

Steve Holland, head of special collections for the Templeman Library at the Canterbury campus, discovered 15 medieval deeds on August 19 while attempting to catalogue a backlog of donated items.

The box was a late addition to the Baldwin Collection, an assortment of local history books and papers bequeathed to the library by the late historian Ronald A. Baldwin.

Jane Gallagher, special collections assistant, said: "Steve spotted a 19th century deed in the box and brought it up for me to look at. We started going through the other envelopes and realised, 'Oh my God, this is Henry VI'."

Staff are still in the early stages of investigating the find. Ms Gallagher said: "I've transcribed some of the earlier ones roughly and we will be in touch with the Cathedral paleographers to look at the more complex pieces. It's not just translating, you also need to be able to read the handwriting."

The earliest parchment dates from 1425 during the reign of the boy-king Henry VI. John Marchaunt paid £50 to Thomas Hunter, over-

Be yt knowne unto all men by theise p[re]sent[es], that we S[ir] Thom[as] Fane knight [and] Will[iam] Lambeard in the country of kent Esq[uires] for avoiding of all ambiguities doubt[es] or controversies that may hereafter aryse of one Franncis Shakerley in the p[ar]ishe of Dytton and in the county of kent gent[leman], that he is at the date hearof in good health and p[er]fect memory: Wherunto we the fore sayde S[ir] Thomas Fane knight and Will[iam] Lambeard in the foresaid county have sett to our handes to vereafy the truthe thereof : the vth Day of Novemb[er]: In the yere of our lord. Anno Dom[ini] : 1588.  
Tho[mas] Fane Sen[io]r  
William Lambarde

**BE YT KNOWNE:** This 1588 transcription concerns an agreement in Ditton between two Kentish men

seer of Cruddyswood, thought to refer to Curlswood Park Farm, near Wingham.

Later documents deal with land in Hastings, Elmsted and Stockbury, during the reigns of Henry VII, Henry VIII and Elizabeth I.

A 1609 parchment details a disagreement between the Shorts and the Barkers over a

piece of land near Chatham, which was taken to Westminster and settled by James I's royal law courts.

St Mary Hall and Allhallows were sold in 1657 during the commonwealth for the sum of £1,240 and an annual rent of "one peppercorne att the feast of St Michael Tharchangel". The most recent deed is yet to be transcribed but concerns an agreement between Strood and Chatham in 1692.

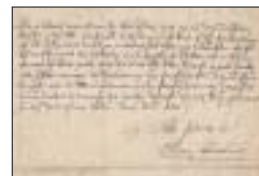
Ms Gallagher said: "It's a very large document, in English and signed by each of the parties - five sizeable seals attached, one for each individual. This demonstrates how ordinary people were increasingly able to afford and access legal services."

The deeds are very specific, so while they may be of interest to family historians and area researchers, they have a wider historical value.

Ms Gallagher explained: "They can be useful in understanding the relationships between people and seeing who was in charge at the time. You can speculate on their reasons for selling the land. A few mention women; wives and widows, which is interesting because it was predominantly men who dealt with land."

The library is seeking funding to have the documents stored but once catalogued they hope the deeds will be available for public display.

**ORIGINAL:** The 1588 document



Picture: TEMPLEMAN LIBRARY

## Want to play in a PGA Pro-Am?





## The Demelza Cup

Kent based European Tour player Benn Barham is hosting a PGA Pro-Am at Prince's Golf Club on Friday 1st October 2010. The day will incorporate the final of the Demelza Cup where club qualifiers from across Kent and E.Sussex will compete for the individual trophy, but team and individual places are available for the Pro-Am competition.

Benn has arranged for a number of European, Challenge and PGA Southern Region Tour players to take part, so why not take the opportunity of seeing how the game's really played by playing with the pros on one of the best courses in the country. Teams of 3 and individual places are available at £150 per person

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# Kent patients miss out on vital diabetes pump

AN NHS "postcode lottery" has been blamed for diabetes patients in Kent missing out on the full range of available treatments.

The Medical Technology Group (MTG) – a coalition of patient groups, research charities and medical manufacturers – claims only a tiny percentage of diabetics currently receive insulin pump therapy as an alternative to injections.

Recommended for people suffering from type 1 diabetes, the treatment is only currently being used by 0.25 per cent of patients in the NHS Medway region – well below the 12 per cent

■ BY STEVE KNIGHT

national target set by the National Institute for Health and Clinical Excellence (NICE).

The Eastern and Coastal Kent figure is only moderately higher at 1.5 per cent, while the uptake at NHS West Kent is 5.7 per cent.

The national average is 3.9 per cent.

John Davis is the founder of insulin pump awareness group Input, which is a member of the MTG.

He said: "Access to a treatment as important as insulin pumps should not be dependent on where you live.

"Insulin pumps have been recommended by

NICE as they are an efficient use of the NHS's resources and can have a dramatic impact on patients' quality of life and clinical outcomes.

"The MTG is campaigning to improve patient access to insulin pumps by ensuring every person with type 1 diabetes – no matter where they live – receives the specialist care they need."

Insulin pumps are small devices attached to a patient's waist which feed insulin into the body via a plastic tube as and when needed.

All three of Kent's primary care trusts told KOS Media they were committed to providing all available treatments for type 1 patients.

NHS Eastern and Coastal Kent said it was currently funding 46 people to receive insulin pump therapy and that it was working hard to



**Treatment:** The pumps used by type 1 diabetes patients

increase provision and support.

NHS West Kent admitted it was a "lengthy and complicated" process to transfer patients to the alternative treatment, but said uptake had increased considerably over the last few years and that nobody who meets the NICE criteria is turned away.

A spokesman for NHS Medway said the uptake rate of insulin pump therapy had risen to one per cent since the MTG survey was taken, and that patients work with specialists at Medway Hospital to decide which treatment will suit them best.



## move 'n' smooth

## Pedal Your Way to 5-a-Day

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## M6 toll could warn of crossing's future

INFLATION-busting charges on the M6 toll road are proof that motorists need to be protected by any sale of the Dartford crossing, campaigners warn.

Last October the previous Labour government announced plans to offload the crossing to the private sector as part of a portfolio of "non-financial assets", but the new Con-Lib coalition has yet to make a decision on its fate.

Should the sale get the go-ahead, the Campaign for Better Transport has warned against giving whoever purchases the development the power to set toll charges as high as they like.

This week the group published its report on the M6 toll road in the West Midlands, where motorists were hit with above-inflation price increases as a result of its private owner losing money.

Roads campaigner Richard George said: "It's important any sale of the Dartford crossing is regulated. The Government should learn from the M6 toll road.

"It was built to help reduce congestion on the M6 and started off at £2 to use. But every year the company that owns it raised the toll above inflation because it wasn't making as much money as it thought it would.

"It now costs £5 to use the road, six years after it was opened. If such a situation was to occur at Dartford, it could be a lot worse, because most people don't have an option but to use the crossing."

### Congestion

When the QEII Bridge was built almost 20 years ago, the Tory government of the time promised motorists would not be charged to cross the Thames once the construction cost was met.

However, the tolls remained once the debt was cleared in 2003 and in 2008 road-users were even hit with increased charges at certain times of the day.

Mr George warned that congestion and pollution at the crossing could also get worse if it is sold to a private company.

"One of the major issues that arose from our study of the M6 toll road was that there was concern from people living locally that the operators had been encouraging more development in an attempt to increase traffic," he said.

"Such a situation at Dartford would be bad for the M25 and surrounding roads.

"The needs of a private company are often very different to the needs of local people, so the Government is going to have to strike a balance."

A Department for Transport spokeswoman said no decisions would be made about the future of the Dartford crossing until after the Comprehensive Spending Review has been published next month.





**LUCKY FIND:** Simon Mason with the bracelets

## Site visit unearths major historic find

TWO gold bracelets unearthed after almost 3,000 years were spotted by chance.

The items were left buried under the Kent soil for thousands of years, but after a leading archaeological expert visited an excavation site, he spotted them on top of earth already moved during the big road dig.

The discovery is so important, it is set to be filmed by the BBC for its Digging for Britain programme.

The bracelets join some 10,000 other important finds unearthed by volunteers and experts on the East Kent Access site between Ramsgate and Sandwich, the biggest archaeological excavation in the country this year.

And all that historic 'treasure' means the experts are learning a huge amount about how people were living on the Isle of Thanet from earliest times.

The 'Indiana Jones' teams have found prehistoric burial monuments, Iron Age enclosures and a village that would have watched the Roman invasion, plus Saxon cemeteries, tracks and the remains of a shellfish processing site.

These late-Bronze Age bracelets date from around 700BC. They were sitting on top of a pile of earth dug from a trench when Kent County Council principal archaeological officer, Simon Mason, found them while on a site visit with a small group of colleagues.

He said: "It was incredible – a really exciting find. I couldn't believe it when I saw them. It's the first time I've found gold in 30 years as an archaeologist."

"They looked too good to be real. I picked them up and took them over to my colleagues and said: 'What do you make of these?'"

"They were quite tarnished to start with. When we washed them and cleaned them we realised they were something special."

The time teams believe they had once been worn by children and may have been worship offerings, placed near to water. They were found together, one pushed inside the other.



**TREASURE:** The bracelets are 3,000 years old

# Milibands gain MPs' support

■ BY MARIJKE COX

KENT'S former Labour MPs have thrown their weight behind the Miliband brothers as the siblings battle it out to be Labour leader.

The brothers, who have both visited the county in recent months, are up against former health secretary Andy Burnham, ex-education minister Ed Balls and backbencher Diane Abbott.

David Miliband, 45, was the first to enter the race after Mr Brown stepped down as Prime Minister in May.

As a front-runner alongside his 40-year-old brother, Mr Miliband has garnered support from party members following his visit to the

county just weeks after the Tory landslide.

Ex-Chatham and Aylesford MP Jonathan Shaw and former Thanet South MP Stephen Ladyman are backing the hopeful.

Mr Shaw spoke last Wednesday at a Medway Labour Party meeting in support of the elder Miliband brother who he described as "dynamic and intellectual" earlier this year.

Dr Ladyman also revealed to KOS Media he would be voting for him, saying Mr Miliband would bring confidence back to the party and make it easier for party members to



**LEADERSHIP RIVALS:** David (left) and Ed Miliband

educate voters in the South East.

Former Dover and Deal MP Gwyn Prosser and ex-Medway MP Bob Marshall-Andrews revealed they would be voting for Ed Miliband.

Mr Prosser said: "In terms of regeneration and housing in east Kent, I think Ed, as leader, would make momentous things happen."

Former MP for Gillingham and Rainham Paul Clark, however, is backing Ed Balls.

Former Dartford MP Howard Stoate and ex-Sittingbourne and Sheppey MP Derek Wyatt were unavailable for comment.

The results of the leadership contest will be announced at the party's annual conference in Manchester on September 25.

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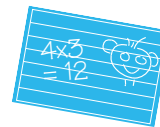
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## Teacher 'stressed by need to keep up with others'

AS staff and pupils gear up to start the new academic year, new research from the University of Kent has pin-pointed what makes teaching so stressful.

Julian Childs carried out his research over a period of three months as part of his PHD studies in social psychology.

Almost 200 teachers from around the country completed his questionnaire twice in three months, answering questions about their working environment, their goals and their general health.

Results showed that teachers who set their own high standards had greater levels of well-being than teachers who had high standards imposed on them.

Teachers focused on developing their career displayed more mental energy and investment than teachers who felt they were in competition with others.

Julian said: "Of the teachers we spoke to, we discovered that most only suffered from burnout if they were highly stressed. Yet teachers who thought other people wanted them to be perfect had high burnout and low well-being."

The report suggests that teachers who want to be happier shouldn't try to please everyone and should be consulted closely when setting targets and making major changes to their roles.

Julian Stanley, chief executive of Teacher Support Network, said: "Stress is the leading cause of work-related illness in the UK education sector. We believe that great teachers are made in part by their working environments."

"Teachers must be fully supported and developed throughout their careers, but not overworked, so that they, and our children, can reach their full potentials."



## Centre offers world of fun for families

FAMILIES travelled 'around the world' at the Murston Children's Centre's annual fun day.

Nearly 250 children and parents picked up their 'passports' at Murston Infant School on Wednesday, August 18 and took a

multi-cultural journey through the centre.

Activities included African drumming, carousel rides and circus workshops, and there was information available on some of the centre's classes, support and advice groups for families with children aged 0 to 5 years.



**PASSPORT TO FUN:** African drumming, face-painting and carousel rides were just a few of the attractions to entertain visitors to Murston Children's Centre's annual fun day



**SEND your schools news and pictures to [yourswale@kosmedia.co.uk](mailto:yourswale@kosmedia.co.uk). You can also upload your video clips of schools events on to [www.yourkenttv.co.uk](http://www.yourkenttv.co.uk)**

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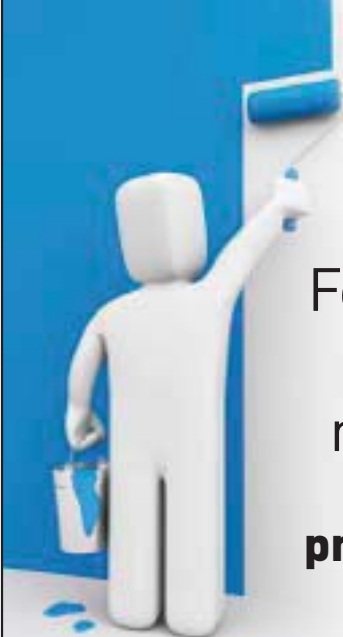
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# Mayors drive up town hall fuel bills

THEY visit your flower show, lay wreaths on Memorial Day and welcome visitors to your town from far and wide, but are our mayors really value for money?

Unlike those with undeniable decision-making powers like London Mayor Boris Johnson, the men and women we see bedecked in gold at various civic events are little more than ceremonial figureheads for the councils they represent.

But that doesn't stop local authorities spending thousands of pounds every year ferrying them about the county in gas-guzzling vehicles the likes of which most of us can only dream of owning.

Information provided to KOS Media through requests made under the Freedom

■ BY STEVE KNIGHT

of Information Act shows Kent's district and borough councils spend anywhere between £1,000 and £7,000 per year on petrol expense claims for chauffeur-driven vehicles alone.

When you factor in the wages of the drivers themselves – who sometimes perform other civic duties – the annual costs soar into the tens of thousands of pounds.

For instance, Medway council spent £15,663 on mayoral fuel costs over the last five years, but £231,513 on the combined salaries of two civic and ceremonial officers.

"The use of chauffeur-driven, mayoral or civic cars is a luxury that will not go down well with taxpayers, many of whom are struggling with the rising cost of living," said Emma Boon of the Taxpayers' Alliance.

"There will be situations where council staff legitimately have to claim for petrol, but local authorities in Kent must do everything they can to keep these costs down."

Mayors have formed an important part of community life in Britain for hundreds of years, but only a few have any real power.

And despite sometimes chairing council meetings and getting to dress in robes and chains, they are actually just like any other member of the local authority on which they serve.

Cllr Patrick Coleman has been a member of Dartford council for the past 35 years and is currently enjoying his third stint as mayor.

He told KOS Media that although some members of the public do not support the role, most were unaware of the good it does for the community and the money it raises for charity.

He said: "In my opinion it's not a great deal of money and it keeps going a tradition that has always been a British way of life.

"We look to make between £10,000 and £20,000 every year for charity, with most of the money coming from civic events that are now rarely funded by the council."

This year Cllr Coleman has pledged to raise money for the Little Buds baby unit at Darent Valley Hospital, the north-west Kent branch of the Life counselling service for women, Bexley and Dartford Samaritans, and the House of Mercy homeless hostel.

And despite having his fuel costs covered for him, Cllr Coleman insists his position is far from a cushy number.

"I've done it three times and at the end of every year I've been out of pocket," he said. "I do it because I feel I have the ability to add something to the borough as its mayor."



**WE'RE WORTH IT:** Mayor of Dartford Patrick Coleman says mayors do vital charity work and the role should be upheld

**KENT County Council has spent almost £200,000 on chauffeurs' wages since April, 2005.**

Despite not having a mayor to send to various civic events, the authority still provides transport for group managing director Katherine Kerswell, council chairman Bill Hayton and other cabinet members and senior councillors.

It also spends an average of £9,400 a year on petrol for chauffeur-driven cars.

A KCC spokesman said: "We are committed to providing the most cost-effective means of transport for elected members and senior officers. For many journeys the car is often the most economical means of travel compared with other forms of transport, such as taxis and trains.

"We remain confident our small fleet of cars, with drivers employed on a casual basis, represents good value and is appropriate given the demands placed on elected members."

## Take a tour of couple's green conversion home

A GREEN-MINDED couple who upgraded their mid-Victorian home with energy-efficient technology are opening their doors as part of the Heritage Open Days scheme.

Claire and Jonathon Wright were faced with tens of thousands of pounds of renovations when they moved into their neglected 1870s Victorian semi on St Ann's Road in Faversham.

Now visitors can take a free guided tour of the house this weekend and see some of the changes which have reduced their gas bills by a third.

Claire said: "When we moved in there was water seeping through the walls and a broken down boiler. We thought since we were re-rendering anyway why not insulate at the same time?"

"It's important to us to try and minimise our environmental impact and reduce our dependence on resources which will only get more expensive with time."

The couple, in their mid-30s, installed loft and wall insulation, a condensing boiler and solar hot water panels on their roof.

Despite the lack-lustre sunshine the couple haven't needed to turn on the heater at all this summer.

The conversions haven't come cheap but Claire hopes the open day will inspire other home-owners to reduce their carbon footprints.

"It cost more than it would have otherwise; where we would have spent £15,000 on the walls we spent about £23,000, and the boiler was £3,000.



**FIND OUT MORE:** Claire Wright invites members of the public to see how her home has been made more green

"There are government subsidies for modern houses but no grants for older walls which I think is a real oversight.

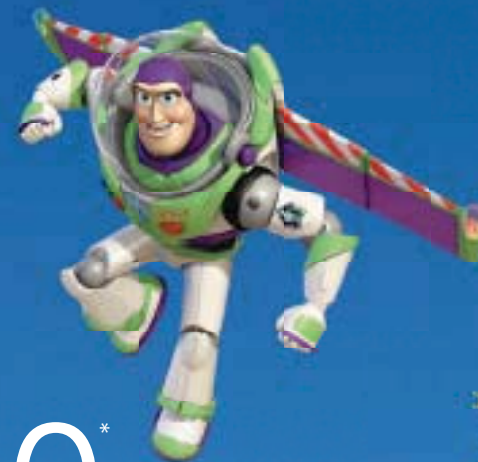
"Not everyone can afford to build a Grand Designs super home and why should they when there are so many older properties that just need some simple conversions?"

The house will be open this Saturday and Sunday, September 11-12, from 2-5pm and a tour lasts between 20 and 30 minutes.



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# yourletters



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## YOUR LETTERS



GO WITH THE FLO: Tennent's words of wisdom

## Young Florence can count her blessings

Yourblogger Florence Tennent is relatively lucky. At least she's a girl.

Pity the unfortunate Percy Florence, son of the poet Percy Bysshe Shelley and his novelist wife, Mary.

Katharine A Gilchrist, by email

## It's time to cast our net over EU sharks

Your paper wouldn't be reporting the sorry plight of our local fishing industry if it wasn't for the rest of Europe's fishing fleets scraping up everything possible from around our shores.

It all started when Broadstairs Tory Edward Heath, who as serving Prime Minister in 1972, handed control of our fishing grounds to the EU (Evil Union).

Since then our centuries old fishing industry has been virtually wiped out by draconian rules that favour other countries' fishing fleets.

It is also disgusting that our Government now has to crawl to Brussels in order to get protection for the Kent coast's sandbanks.

They are our fishing grounds and we should not have to grovel to Brussels for permission about what we do with them.

We should leave the EU now and build up our fishing fleets to what they once were, and also save the British taxpayers countless billions of pounds every year by stopping all payments to Brussels.

And let me remind that Thanet South Tory MP, Laura Sandys, it was her party that got our fishing industry in the state it is in today.

Roger Arnold  
Herne Bay

## Education system has been wrecked

Education: what a farce. Ken Little is right, councillors are already paid too much. Committee membership is robbing us – raiding budgets to reward them and heads of service.

Hindsight is generally unhelpful, apart from showing how blinded we were by unscrupulous governments, euronats and their bureaucratic partisans. No matter who gets elected, the collateral damage continues. Education, like any public service, was once a matter of national pride and universal provision. Grammar schools were

## yourblogger

Kent's further education system needs a thorough revision, believes Gary Wright...



THE other week I wrote about how I couldn't understand the huge pressure there is on 18-year-olds to get into university at any cost – including that £21,000 debt after three years.

My attention has now been drawn to the scandalous way many 16-year-olds are being treated. Here's a little publicised fact for you: did you know that almost every secondary school in Kent with a sixth form forbids any visits or input by colleges?

That means year 11 pupils don't really get the chance to see what else is on offer. The school provides its sixth form option and the pupil makes a choice.

A cynic might say this is to ensure schools retain the funding for two more years – most college bosses would agree. And our children are really being let down.

The first let down is the fact that the average sixth form is not particularly vocational. Nor does their one-size-fits-all approach to A-levels suit many.

I know of two cases where youngsters had to choose four A-level subjects and were told they could drop one after a year. Photography A-levels were offered to youngsters who had no interest at all.

So students are forced to choose the A-levels available rather than the ones they may wish to take. A case of youngsters having to fit the system rather than a system geared up to individual needs.

But what happens if your child doesn't meet the grades for sixth form? Bear in mind you are dealing with an individual who has geared his life and expectations, driven by the school, for the next two

years to a place in sixth form. I will illustrate this with one school: Norton Knatchbull in Ashford. A decent boys' grammar with an above average record in pupils attaining five grade Cs or above at GCSE, one of the main benchmarks for schools. Knatchbull insists its sixth formers will need eight grade Cs or above to get in. They must achieve Bs in subjects they wish to take at A-level and a minimum of Cs in English and maths.

In one case this year a pupil has managed only a D in maths and has been told two days before term begins that there is no place for him because the sixth form 'could be filled twice over'.

He was never warned about this, so a week after learning his results has begun the search for a college place. And the school admits it doesn't allow colleges to access its pupils. Additionally, when it was accused by his parents of casting someone aside because his exam results were a little low, the master agreed.

To me this is more worrying than the way pupils are forced through an academic system which results in a £20,000 debt for what in many cases is a useless degree.

So, the warning for all GCSE pupils and their parents is clear: take a look at what colleges can offer and do not assume sixth form is best.

I believe it's the fault of the system that has evolved and a teaching staff geared up to retaining their income rather than what's best for their students. Either they know it's failing the students and they can't be bothered to change it, or they are so out of touch that they don't recognise how badly they are letting youngsters down.

Colleges must be allowed access to our secondary schools – and schools must do more for those individuals who fall below their predicted results.

If there is a story in your area you think we should be covering contact the news editor, Gareth Arnold, on 01303 817025 or email him on the details above. If you want to be the next Swale blogger then all you have to do is submit an article to us (of around 550 words) and email it to the editor. And don't forget, for all the latest news and video from your town log-on to [www.yourswale.co.uk](http://www.yourswale.co.uk).

for the intellectually able, comprehensives were for the more technically inclined. There was a snobbish prejudice against polytechnics and equally unrealistic kudos towards university degrees.

Yourblogger Gary Wright and any wordsmith knows language comprehension is easy and natural for some of us, while vocational, technical, scientific subjects were better taught by dedicated technical colleges, and the arts in art colleges.

Was their inappropriate, insidious transformation into generic universities in 1992 done for political purposes under a misguided Tory policy? To blame foreign students is too easy. Their fees boost university revenues. Under New Labour Indian doctors lured to the UK were forced to pay exam fees on the pretence they would subsequently be offered here. Some young doctors were left destitute after spending cash getting their exams only to be denied work.

Governments, industrialists, subsidised semi-privatised utilities and local councils demand a submissive, cheap labour force they can hire and fire. Are jobs going to East Europeans, Antipodeans and South African whites?

Bangladeshis and Pakistanis often toil in sweatshops, restaurants or minicabs, with poor conditions and housing. They pay disproportionately high taxes and other contributions out of meagre

wages and face daily discrimination. Racists are easily inflamed.

It's far harder to sift the truth out of the lies and excuses emanating from governments whose interest lies in helping the super-rich with our cash. They are destroying the fabric of our lives, treating us as cashpoints while we have jobs.

If we lose jobs or income through their mismanagement, they accept no responsibility. There is nothing worse than being cheated, defrauded and overcharged from the cradle to the grave.

Is that the future in England?

Rita Grootendorst

## Walking can leave cancer risk behind

There is strong scientific evidence that being regularly physically active reduces your risk of developing cancer later in life.

One of the easiest ways to be physically active is walking. This is why World Cancer Research Fund has launched our Walking Together campaign, which involves people supporting us by organising sponsored walks for family and friends.

The money raised will help us continue funding cancer prevention research and raising awareness that people can reduce their risk of cancer by eating healthily, being active and maintaining a healthy

weight. But we also hope it will encourage people to get into the habit of walking. To find out more about the campaign, email [events@wcrf.org](mailto:events@wcrf.org) or call 020 7343 4205. You can also visit our website at [www.wcrf-uk.org/walk](http://www.wcrf-uk.org/walk) to find out more information, register your event and download free resources.

Sian Fraser, WCRF, by email

## Cash in holiday coins to help save animals

PDSA, the UK's leading veterinary charity, has launched a fund-raising campaign encouraging animal lovers to donate their leftover holiday change.

The initiative is being backed by TV personality and lifelong animal lover Carol Smillie and her pet pooch Jess. It is hoped the appeal will raise thousands for the charity's vital veterinary services.

Special collection tins, with a photograph of Carol and black lab Jess, have been placed in PDSA's charity shops and PetAid hospitals across the UK, making it easy for people to donate their spare holiday change. Businesses, such as pubs and gyms are also being urged to get involved, by displaying a collection tin at their venues.

Every contribution, however small, can really make a difference to a sick pet's life. Just 3 euros will help to buy ear drops for a poorly

pet, 7 euros will contribute towards the costs of a bottle of lifesaving antibiotics and 13 euros helps towards a stethoscope so a vet can listen to sick pet's heart.

If you've holidayed in Barbados, relaxed in Bulgaria or enjoyed a city break in Barcelona and have spare foreign coins lying around, then please donate them to PDSA. Every cent counts and will help us to care for the thousands of sick and injured pets we see every day.

Whether its dollars, euros or yen – any currency can be taken to the nearest PDSA store, PetAid hospital or call 01444 253 777 to request a collection box today.

PDSA provides free veterinary treatment to sick and injured pets of people in need. This year our veterinary services will cost more than £50 million. PDSA receives no Government or lottery money, and is funded entirely by public support, so appeals such as the holiday change are vital to the charity.

Visit [www.pdsa.org.uk/fundraising](http://www.pdsa.org.uk/fundraising) to find out how to help.

PDSA fund-raising manager, Brenda Smith

## Road signs clutter countryside views

The Campaign to Protect Rural England (CPRE) was celebrating moves by the Government/The Campaign to Protect Rural England (CPRE) was celebrating moves by the Government to take action on signage clutter.

Communities Secretary Eric Pickles and Transport Secretary Philip Hammond are writing to councils to ask them to 'cut the clutter', echoing calls first made by CPRE in 1996 in its groundbreaking report, The Cluttered Countryside.

Clutter needs to be tackled in both rural and urban areas. With every local council in England drawing up new Local Transport Plans, this welcome move by Eric Pickles and Philip Hammond could not be better timed. Clutter is not just ugly – it is expensive and distracts drivers.

CPRE believes that the greatest potential to cut clutter is on minor country roads and residential streets. Due to a one-size fits all approach, these are often treated the same as main roads, despite different needs.

In 2006, a survey by CPRE Hampshire of a seven-mile section of the B3006 in the South Downs National Park revealed there were on average of 45 signs per mile. The branch is now working with Hampshire council to reduce the number of signs and use locally distinctive features to calm traffic.

A sign added here and there over time can become a forest of traffic signals. Strong policies against cluttered streets and lanes need to be backed up by clutter audits to assess the problem. With public spending limited and the public calling for action, it makes sense to encourage community groups to assess and address the problem in the local areas they know best.

Ralph Smyth, CPRE senior transport campaigner



## Flights take-off for Manchester

BUDGET airline Flybe has launched its new Kent to Manchester service from Manston airport.

Fares start at £24.99 one way, including taxes and charges, with the six-day a week flights being operated by the fuel-efficient Bombardier Q400 aircraft.

The first service left at 12.15pm on Monday, arriving in Manchester an hour and 10 minutes later.

Tom Wilson, chief executive of Manston's operator Infratil Airports Europe, said: "Flybe's decision to add a daily service between Manston and Manchester is fantastic news and a vote of confidence, not only in the airport and the people that work here, but also in Kent as a short break destination."

"There is strong latent demand across Kent for flights from a hassle-free regional airport like Manston, and Flybe's decision recognises that commercial reality."

"We are confident businesses and residents in the county will vote with their feet when looking to travel to Manchester, and choose Flybe from Manston rather than driving or going by train."

Flybe operates 203 routes in 13 countries and was used by 7.5 million people last year. The airline has also been running a service between Manston and Edinburgh since May.

Chief commercial officer Mike Rutter said: "Flybe prides itself on ensuring travellers have the widest choice of affordable, quality flights to attractive business and leisure destinations."

"We would advise passengers, whether they are travelling to Manchester for business or pleasure, to book early to take advantage of the lowest possible fares."

# Reviving the Dunkirk spirit

■ BY DAN COLOMBINI

CHATHAM Historic Dockyard will be transported back to the 1940s in a tribute to the heroes of Dunkirk.

The annual Salute To The '40s event returns on the weekend of September 18-19 and will see the former naval dockyard host a recreation of the dramatic events of 1940, when more than 300,000 British and French troops snatched from the beaches of France as the advancing German army closed in.

Other features of life during wartime will include a real air-raid siren, troops in period battledress and emergency crews rushing to deal with fires and help casualties.

There will be street scenes from the period, military encampments, Forties hairstyles and fashion and educational activities.

Exhibitions will be on show in the dockyard's new museum, No.1 Smithery.

Fans of 1940s music will enjoy four entertainment areas showcasing the songs and humour that helped to maintain the bulldog spirit during one of the toughest periods in our history.

Singers Madeline Brown, the Clover Sisters and the Swingtime Sweethearts



will be appearing, along with comedian Viv the Spiv.

For more information about Salute To The '40s, visit [www.thedockyard.co.uk](http://www.thedockyard.co.uk).



RIDING HIGH: Salute To The '40s returns this month

## THE MAGIC OF BEING CLOSE TO BIG CATS

W H F is a charity based in Kent working hard to ensure the survival of big cat species. We are an active partner in the European Endangered Species Breeding Programmes and raise awareness and funding for cat projects around the world.

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# Reader Holidays

## UNIQUE FREE BAR WARNER PARTY BREAKS

### Isle of Wight Christmas Party at Warner Norton Grange 3 Nights from only £199pp

Friday 5 to 8 Nov 2010 Tour NG11-2

Norton Grange, the friendly Warner Resort on the seaford at Yarmouth, on the Isle of Wight, is ideal for our fun-filled Christmas Party - for over 40s only - featuring cabaret and variety entertainment, good food, great entertainment and a Free Bar every day - perfect for a pre-Christmas get together.

**Price includes:**

- **FREE Bar** from 15.30hrs to 23.00hrs on Friday and 12.00hrs to 23.00hrs on Saturday & Sunday. Drinks include tea/coffee, pumped

soft drinks & mixers, wine by the glass, house beers & spirits.

- Full programme of variety entertainment and activities
- **Meals:** 3 dinners and 3 breakfasts
- **Accommodation:** 3 nights sharing a twin or double bedded en-suite chalet - upgrades available - Standard Plus £219pp - Premier £229pp
- **Leisure facilities:** Indoor pool, sauna, jacuzzi
- **Travel:** Self drive with car ferry - min 2 per car



Free Car Ferry | Over 40s Only | Free Bar

### Mamma Mia Christmas Party at Warner Bembridge Coast 3 Nights from only £259pp

Friday 12 to 15 Nov 2010  
Tour MM11 Last Few Places!

**Price includes:**

- **FREE Drinks**
- Variety Entertainment & Activities programme including Abba Tribute Band & Mamma Mia movie screening
- Fireworks display
- 3 dinners & 3 breakfasts
- 3 nights sharing an en-suite Ambassador room - upgrades available
- Sea-view Room - £274pp
- Signature Room - £304pp
- Royale Room - £319pp
- **Leisure facilities:** Indoor pool, sauna
- **Travel:** Self drive with car ferry included - min 2 people per car



### Come Dancing Party at Warner Bembridge 3 Nights from only £259pp

Friday 14 to 17 Jan 2011 Tour MB1

Our Bembridge Dance breaks were a sell-out in 2009 and 2010 so we're doing it all again in 2011. There will be Ballroom and Latin dancing, tuition for beginners and improvers, top dancers in cabaret and a Grand Ball & variety entertainment. And with an 8,860sq ft dance floor, you won't be short of space. There's plenty going on for non-dancers, and, there's Free Drinks too.

**Price includes:**

- **FREE Drinks**
- Nightly entertainment & dancing
- 3 dinners and 3 breakfasts
- 3 nights sharing a twin or double bedded Ambassador room - upgrades available
- Sea-view Room £274pp
- Signature Room - £304pp
- Royale Room - £319pp
- **Leisure facilities:** Indoor pool, sauna,
- **Travel:** Self drive including car ferry - min 2 people per car

In association with



Ballroom & Latin Dance Specialists

Free Car Ferry | Over 40s Only | Free Bar

### Carry on New Year Party at Warner Sinah Warren 3 Nights from only £229pp

Friday 7 to 10 Jan 2011 Tour WS

Here's an opportunity - for over 40s only - to extend the New Year celebrations at Sinah Warren, Warner's luxury hotel on Hayling Island. There'll be live entertainment every evening and, to help the party go with a swing, there's Free Drinks too.

**Price includes:**

- **FREE drinks** from 15.30hrs to 23.00hrs on Friday and 12.00hrs to 23.00hrs on Saturday & Sunday. Drinks include tea/coffee, pumped

soft drinks & mixers, house wine by the glass, house beers & spirits.

- Full programme of entertainment & activities
- **Meals:** 3 dinners and 3 breakfasts
- **Accommodation:** 3 nights sharing a twin or double bedded Ambassador room - upgrades available - Sea-view Room £244pp Signature Room £274pp - Royal Room £289pp
- **Leisure facilities:** Indoor pool & sauna pool
- **Travel:** Self drive



Over 40s Only | Free Bar

### Michael Jackson Party at Warner Bembridge 3 Nights from only £239pp

Friday 25 to 28 Feb 2011 Tour MB2

Join us for a Fabulous Michael Jackson Party on the Isle of Wight Warner's Bembridge Coast Hotel will resound to the sights and sounds of the King of Pop as our fabulous party weekend includes nightly entertainment, a screening of the movie This Is It and a Michael Jackson tribute act featuring the songs of the Jackson Five as well as Michael's biggest hits. There's also a Free Bar.

**Price includes:**

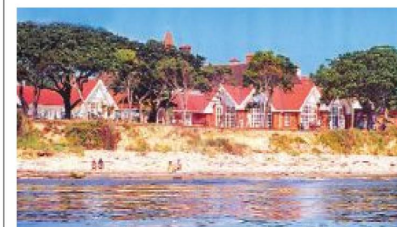
- **FREE Drinks**
- Nightly entertainment
- 3 dinners & 3 breakfasts
- 3 nights sharing an Ambassador room - upgrades available
- Seaview Room £254pp
- Signature Room - £284pp
- Royale Room - £299pp
- **Travel:** Self drive with car ferry included - min 2 people



### Bembridge Coast Hotel

A super, modern hotel set on a glorious part of the east coast of the Isle of Wight with great sea views of the Solent. There's plenty to do during the day as well as live entertainment every night. Have a cooked breakfast each morning, or choose from a range of lighter options. For dinner, help yourself to a full carvery or opt for an à la carte 3-course menu served to your table. Accommodation is in light and airy Ambassador rooms, which have an ensuite bathroom, TV with radio, complimentary toiletries, lounge chairs, tea and coffee making facilities, telephone and hairdryer - upgrades available.

- Our Party Breaks include a free bar from 3.30pm to 11pm Friday and 12 noon to 11pm Saturday & Sunday for house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee. (\*Mamma Mia Free Bar 6 to 11pm daily)



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LEISURE 18-22





## DAY & NIGHT

### In the search for seals

TAKE to the ocean wave in search of wildlife with Sea Searcher Boat Trips next Wednesday.

The company will run a 90-minute trip from Ramsgate to the active seal colony in a national nature reserve, leaving the Royal Harbour at 3.30pm.

For more information visit [www.seasearcher.co.uk](http://www.seasearcher.co.uk) or call 07837 562076 between 8am and 4pm.

### Art for all seasons

PAINTINGS and prints by P & J Arts can be seen at the Bay Art Gallery in Herne Bay this week.

The exhibition is called All Seasons and it runs until Saturday. The gallery in William Street is open from 10am to 4pm and admission is free.

To find out more call 01227 372266 or visit [www.bayartgallery.co.uk](http://www.bayartgallery.co.uk).

### Pianist plays with trio

LEADING female pianist Frances Knight will be performing with her trio in Folkestone on Thursday.

She will be joined by award-winning jazz vocalist Paola Bottomley for the concert in Keppels Music Room at The Grand, starting at 8.30pm. Tickets cost £5. To reserve seats call 01303 277175.

### Rocking it with Ricky

ROCK 'n' roll tribute artist Ricky Fontayne will be stepping back in time for an evening of nostalgia this weekend.

Join him for a night of 50s and 60s music at Ashford Rail Club in Beaver Road, Ashford, at 8.30pm on Saturday. Admission is free for members. Visit [www.rickyfontayne.com](http://www.rickyfontayne.com). For details of the venue call 01233 635954.

### Rural artists' invitation

ARTISTS living or studying in a rural parish within five miles of Bridge are invited to take part in the village's annual art exhibition.

The show takes place on October 2 and 3, and artists can submit up to three exhibits, including sculpture and craft-work. Entry forms are available from Sturrock & Co in High Street and at [www.artinbridge.org.uk](http://www.artinbridge.org.uk).

### Crooner's big break

A JILTED crooner must pull off the performance of a lifetime in the 80s musical, The Wedding Singer.

An amateur production of the comic love story, adapted from the Hollywood film, can be seen at the Granville Theatre in Ramsgate from Thursday to Saturday. To book tickets call 01843 591750.

### Catch last village tour

THIS year's final village tours of St Peter's in Thanet will be held tomorrow and Saturday.

Starting in the churchyard of St Peter's Church at 9.45am, the tour is free but donations are welcome. Booking is essential, so call 07546 514948 or email [online@villagetour.co.uk](mailto:online@villagetour.co.uk) to reserve your place.

# Galaxy of stars shine at theatre

## WINTER GARDENS' NEW SEASON

Various dates

Winter Gardens, Margate.

THE summer might be over, but there is plenty to look forward to the Winter Gardens this autumn.

Over the next few months, the evenings will draw in and the weather will turn colder, but a good laugh or an uplifting concert will keep the chills at bay.

The new season gets off with a flourish as the Texas Tenors roll into town this Saturday and the fun continues with the nostalgic Disco Inferno later this month, when over-18s can get down and boogie to the best of 70s and 80s soul and disco music.

More nostalgia will be on offer when the venue runs a trip to see the award-winning musical Jersey Boys in London on Thursday, September 23. Based on the true story of Frankie Valli and the Four Seasons, the hit show tells the story of how four boys from humble backgrounds invented an exciting new sound and went on to sell 100 million records.

Singer-songwriter Beth Nielsen Chapman pays a visit to demonstrate why her songs have been performed by such huge stars as Elton John, Bette Midler, Neil Diamond, Emmylou Harris and more. Talented performers from local schools, theatre groups and societies will gather for the Winter Gardens Showcase, giving rising stars the chance to shine on the big stage.

Next month, veteran comedian Jenny Eclair marks her 50th birthday by wondering if an old dog really can learn new tricks. Along with her sharp and insightful stand-up comedy, Eclair has also won new fans of all ages with her appearances on Grumpy Old Women, in which she casts her comic eye over life's absurdities.

Popular children's characters such as Bob the Builder, Angelina Ballerina and Fireman Sam will be seen on stage together for the first time when Premier Productions presents The Little Big Club - Live in Concert. Young audiences can be part of the fun when this magical show visits Margate on October 10.

Celebrating their 30th anniversary, Level 42 bring their national tour to the Winter Gardens to play hits such as Lessons in Love, Leaving Me Now and Running in the Family.

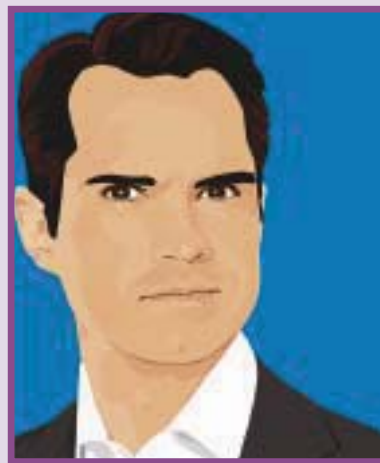
There will be a rumble in the ring when LDN Wrestling presents an evening of big men and big talk, with stars such as Karl Barbarian Krammer due to appear.

Plan B's concert has already sold out, but Danger Mouse, the world's number one secret agent, is on a mission to entertain with his first theatre tour. See Danger Mouse in action with his faithful sidekick Penfold, the evil Baron Silas Greenback and other popular characters in this fun family show.

Former Mike and the Mechanics frontman,



STAR LINE-UP: Clockwise from above: Level 42, and comedian Jenny Eclair and Jimmy Carr



Paul Carrack, will delight fans with his timeless soul voice in November, while comedy fans can look forward to one of today's most successful stand-ups. Jimmy Carr's relentless touring schedule has been rewarded by packed theatres all over the country, as he delivers his hilarious but strictly adult comedy, which is not for the easily offended.

There will be more hilarity when Al Murray, the Pub Landlord, brings his barrel of fun to

Margate that month, while identical pop stars Jedward, who shot to fame as the most controversial act on last year's series of The X-Factor, will be taking to the stage.

Other highlights of the new season include performances by singer Jane Macdonald and comedian Trevor Lock. Tickets can be booked online at [www.margatewintergardens.co.uk](http://www.margatewintergardens.co.uk) or by calling the box office on 01843 292795/296111.





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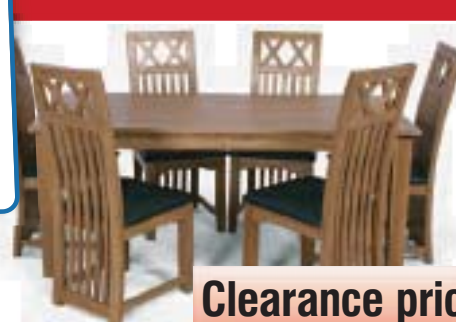
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## ABALICIOUS

Saturday, September 11, Sinden Theatre, Tenterden

PULL on the flares and struggle back into your old platform shoes for an evening of timeless Abba hits.

Kent-based tribute group Abalicious will take to the stage at the Sinden Theatre, leading a homage to the Swedish super group this weekend. The band is returning to the theatre for the third time and looks set to provide yet another great evening of 70s glam rock and nostalgia.

Using no backing tracks, Abalicious covers all Abba's best-loved hits live and are sure to get audiences on their feet. The band is led by Carla Winters,

who was a finalist on ITV's Pop Idol and has worked with some big names in the business, including Pete Waterman and Will Young.

From Dancing Queen to Waterloo, the band has a large repertoire to draw on and they also use a light show to add extra atmosphere.

Carla Winters has worked with a number of show bands including Star, The Choice, Abba Rival, China Grove and Le Tour.

The show starts at 7.30pm and tickets cost £14. To book call 01580 763826 or visit [www.sindentheatre.biz](http://www.sindentheatre.biz).



## THE TEXAS TENORS

Saturday, September 11, Winter Gardens, Margate

THREE outstanding singers proved they were anything but cowboys on America's Got Talent last year.

After their impressive appearance on the TV show, the Texas Tenors are hitting the road to perform for their fans in the UK.

Combining smooth cowboy charm with classically-trained voices, the Texas Tenors will be performing everything from Nessun Dorma to My Way.

Marcus Collins, JC Fisher and John Hagen are childhood friends who have each enjoyed successful careers as actors and classical singers. Collins has made a number of TV and film appearances, including starring alongside Bruce Willis in Perfect

Stranger. He began to sing at the age of four, inspired by chart artists such as Garth Brooks and George Michael, before training classically at college.

Despite growing up in a Midwest farming community, Fisher developed a love of opera and enjoys introducing audiences to Neapolitan songs and arias.

Hagen is renowned for his performances of the Verdi requiem and Beethoven's Symphony Number Nine and is considered a tenor of superb quality.

Tickets cost £19.50/£17.50. Book online at [www.margatewintergardens.co.uk](http://www.margatewintergardens.co.uk) or call the box office on 01843 292795/296111.



## CW STONEKING AND HORSE FEATHERS



Thursday, September 9, and Saturday, September 11  
The Farmhouse, Canterbury

TWO evenings of live music are on offer at the Farmhouse this week, starting with a truly compelling performance.

CW Stoneking draws on pre-war blues, jazz, 1920s calypso and folklore to create amazing sounds. Along with his brass band, the Primitive Horn Orchestra, he performs a wide remit of songs from field holler blues to hokum blues duets. He is signed to the same record label as blues musician Seasick Steve and looks set to go far with his historically-influenced music.

He will be supported by Cocos Lovers, a local band with many family members in the line-up. Over the last year they have performed their folk music to people across the country and beyond.

On Saturday, Horse Feathers will be returning to the Farmhouse. Hailing from Portland, Oregon, they purvey a fine brand of folk music.

Tickets cost £8 for Thursday's concert and £6 for Saturday.

To find out more visit [www.thefarmhousecanterbury.co.uk](http://www.thefarmhousecanterbury.co.uk).



## MEDIEVAL FOOD AND FEASTING

Every weekend in September, Dover Castle

BECOME an historical VIP at Dover Castle this month and take part in the medieval merry-making.

Find out how the Royal household celebrated harvest time, as costumed characters portray the servants, entertainers and noblemen who would have been part of castle life.

Visitors will learn about the delicacies of the time and how a menu fit for a King would have been put together. There will even be the chance to sit at the table and see how royalty would have enjoyed a medieval banquet, as well as learning to dance in medieval style to music with a culinary theme music.

Down in the kitchen, visitors can enjoy their own taste of the celebration by sampling local wine, mead and ale provided by Wells Bombardier Beer. Discover the alternative methods in which members of the Royal Court were paid in the 12th century, receiving not only money but also bread, wine and candles. The castle huntsman will reveal how some of the food was provided, as he and his faithful deerhound demonstrate medieval bush craft.

For more details go to [www.english-heritage.org.uk/dovercastle](http://www.english-heritage.org.uk/dovercastle).



Picture: JONATHAN PERCIVA

## ROOM ON THE BROOM

Monday, September 13,  
and Tuesday, September 14  
Gulbenkian Theatre, Canterbury



YOUNG audiences are invited to join in a magical adventure with the spellbinding show, Room on the Broom.

Adapted from Julia Donaldson's best-selling book, with illustrations by Axel Scheffler, the story is now a colourful stage show which is sure to captivate children aged three and above.

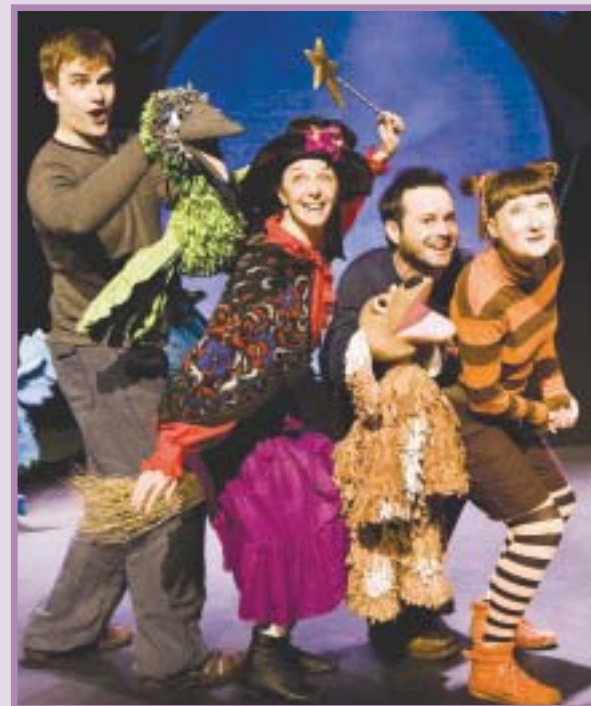
One night, a witch and her cat are flying through the air on her broomstick when suddenly something terrible happens – her hat, bow and wand are blown away by a gust of wind and disappear into the night.

When some new friends come along in the shape of a daft dog, a beautiful bird and a friendly frog, together they manage to find her possessions.

But disaster strikes when they all try to ride the broom and, with a hungry dragon on the scene, who will save the witch?

Room on the Broom is presented by Tall Stories, the creators of the hit children's show, The Gruffalo.

Performances start at 4.30pm on Monday and 11am and 1.30pm on Tuesday. Tickets cost £10/£8.50. To book call 01227 769075 or visit [www.thegulbenkian.co.uk](http://www.thegulbenkian.co.uk).



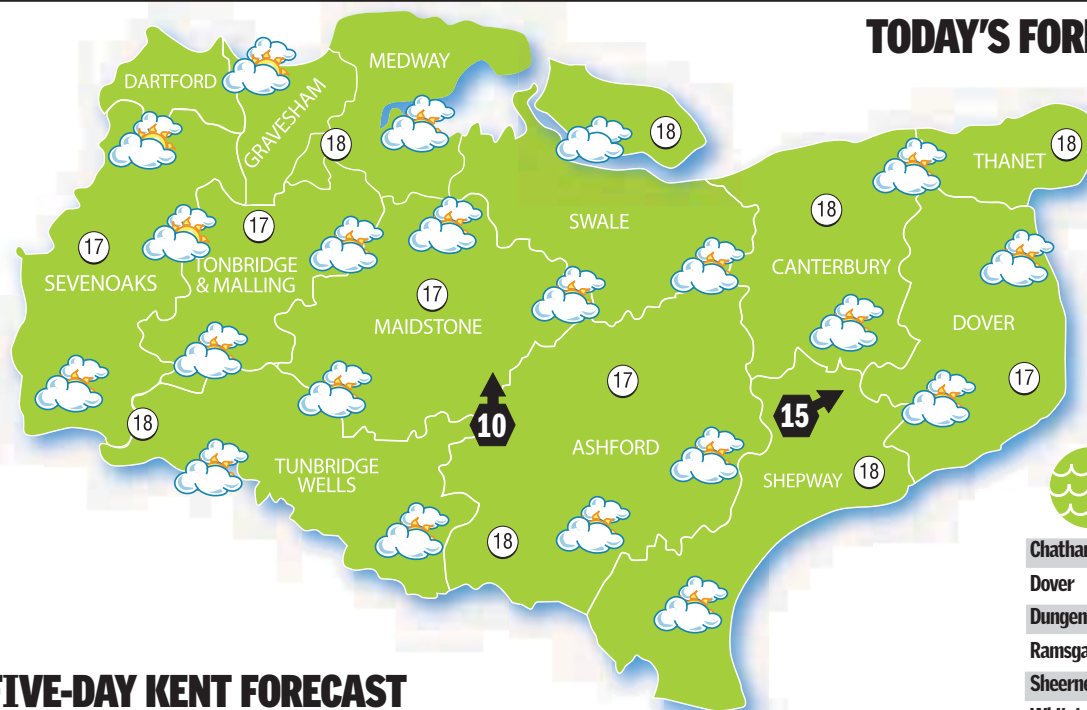
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Amsterdam	20°C	Madrid	31°C
Athens	29°C	New York	23°C
Barcelona	29°C	Paris	17°C
Beijing	29°C	Rome	27°C
Bombay	28°C	Sydney	19°C
Cape Town	16°C	Tenerife	27°C
Cardiff	18°C	Tokyo	32°C
Gibraltar	27°C	Vancouver	17°C
Hong Kong	33°C	Warsaw	11°C
Las Palmas	28°C	Wellington	15°C



## KENT'S WEEKEND HIGH TIDES

Chatham	Saturday	3:25pm 6.7m	Sunday	4:07pm 6.5m
Dover	Saturday	1:42pm 7.2m	Sunday	2:23pm 7.0m
Dungeness	Saturday	1:42pm 8.4m	Sunday	2:23pm 8.2m
Ramsgate	Saturday	2:12pm 5.5m	Sunday	2:53pm 5.3m
Sheerness	Saturday	3:15pm 6.3m	Sunday	3:57pm 6.2m
Whitstable	Saturday	3:24pm 5.8m	Sunday	4:05pm 5.7m

## FIVE-DAY KENT FORECAST

	Thur	Fri	Sat	Sun	Mon
Ashford	18°C	18°C	19°C	19°C	18°C
Canterbury	18°C	18°C	19°C	19°C	19°C
Chatham	18°C	18°C	19°C	19°C	19°C
Dartford	19°C	19°C	20°C	21°C	20°C

Dover	17°C	17°C	18°C	18°C	18°C
Faversham	18°C	18°C	19°C	19°C	19°C
Folkestone	17°C	17°C	18°C	18°C	18°C
Gillingham	18°C	18°C	19°C	19°C	19°C
Gravesend	19°C	19°C	20°C	21°C	20°C
Maidstone	19°C	19°C	20°C	20°C	20°C
Ramsgate	18°C	18°C	19°C	19°C	19°C
Rochester	18°C	18°C	19°C	19°C	19°C

Sevenoaks	17°C	17°C	18°C	19°C	18°C
Sittingbourne	18°C	18°C	19°C	19°C	19°C
Tonbridge	18°C	18°C	19°C	20°C	19°C
Tun Wells	18°C	18°C	19°C	20°C	19°C



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MOONRISE 6.21am MOONSET 6.58pm

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# yourlocal



Issue No 2



**your midweek guide  
to independent business**



# yourlocal

Issue No 2



**your midweek guide  
to independent business**

## Celebrating the independent trader

THIS is our second supplement celebrating some local success stories and examining why local, independent traders can offer so much more.

In a world where multi-nationals with their loyalty cards have become the default shopping choice for many, it is refreshing to look at some of the alternatives.

And there is no doubt that independents really do offer an alternative with levels of

service and attention to detail which it's difficult to match.

We hope you will enjoy the supplement and find interest in some of the behind-the-scenes revelations.

Being your own boss is not an easy choice but you will find those who have made a success have normally found their own niche.

So whether this supplement inspires you to consider working for yourself or simply convinces you to consider spending more of your own money locally, there is something for everyone.

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Building on an excellent family reputation

### Pages 26-27

Baby steps encourage customers back

### Page 27

On the road to bigger business

### Page 28

Securing happy customers

### Pages 28-29

A recipe for satisfied customers

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This store won't be floored

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Sales staff are electric

### Page 31

Sweet taste of success

### Page 32

Satisfying your long-term comfort

### Page 33

Driven to make customers happy

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# Learn the subtle art of networking and put your business one step ahead

IF you want to stay on top in business today it's crucial to master the modern skill of networking.

These are the reasons why networking has become so important to small businesses:

1. Networking is seen in this current financial climate as low or no-cost marketing.
2. Networking is seen as the opposite to hard-sell and cold-calling.
3. Networking is seen as a 'social', more comfortable or easier way to gain customers, without having to sell or be sold to.

But there's a problem with that:

1. Networking isn't cheap.
2. Without skill, networking is random and produces random results.
3. Without a clear strategy and the skills to back it up, networking produces a lame bit of PR of questionable value.

More mature professionals are often quite comfortable socialising. They enjoy it, even.

But the rules have ALL changed.

My father was a Rotarian for 44 years. He would have shuddered at the thought of 'selling' to his club colleagues, and yet, in his day, they all bought from each other. The loyalty was staggering. Not any more.

Networking is, to put it politely, a free-for-all. (Virtually) anyone can turn up, and sometimes the competition is fierce!

Standing out is the first hurdle. What every networker wants to ensure is that they get noticed and remembered. And if you're just one of 27 grey suits, how do you make that happen?

How can you leave the meeting having made a lasting impression? How can you ensure that in the crowd, when they think, 'Oh, there's that great accountant I met', yours will be the

name that springs to mind?

Your name and the name of your business need to be front of mind when people think 'accountant'; just like everyone chants McDonald's, when they think fast food or burgers.

So how can you and your business achieve this pole position? It's all about influence.

We used to call it 'selling'. Now, we're more sophisticated and we call it 'influencing'.

Building profitable relationships in business is down to one thing: your ability to influence the other person. It always has been. It's just that now, the psychology around it has changed.

We need a consistent system. These are the stages of the process. When you get them right, profits flow as a consequence. When you get them wrong, there's often a great deal of disappointment and a dent to the bank balance.

- Preparation.
- Entering the room.
- Shaking hands.
- What to talk about.
- What to say.
- How to listen.
- How to identify who has potential to buy or refer.

- How to get into a rapport – with anyone.
- How to match the conversational style and needs of the other person.
- How to influence without overtly selling.
- How to identify those people with whom a profitable relationship is most likely to be built.
- How to avoid the seven cardinal sins of networking.
- Understanding the rules of the game and checking that they do too.

Which brings me to the best-kept secret of face-to-face networking: online follow-up – the way to multiply results and make more money.

Exactly how and when you follow up your initial meeting is crucial. Your follow-up email or phone call can make or break the relationship.

Send them a salesy email and they'll hate you for it. Offer to help or ask a great question and they'll pay more attention and like you more.

• **By QJ, The Extreme Inspirationist. QJ leads inspirational, practical seminars showing businesses how to make more money and how to leverage their relationships to greater profit at the next level. For information or inspiration, see [www.theinspirationist.com](http://www.theinspirationist.com), email [qj@theinspirationist.com](mailto:qj@theinspirationist.com) or call 0800 840 609.**

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## Family-run business aims to build on roots and reputation

AN ASHFORD family business is using the skills and experience gained on major construction projects in the capital to deliver quality buildings back home.

Wealden Woodstyle, set up 10 years ago by two long-term Kennington friends, has been making a name for itself working on apartments, hospitals and custodial buildings for major London firms.

Originally set up as a partnership by Darren Black, pictured, and Simon Blake, the company has now been incorporated as a limited company and is widening its focus to take on projects in Ashford and beyond.

While Darren's background is in timber-framed buildings and bespoke kitchens, partner Simon has building very much in his blood. His grandfather's company, Beaney and Sons, was responsible for a great deal of building in Ashford in the 1960s.

The company has established a reputation for high-quality design and build work and wants to play a part in making sure the new buildings currently appearing as part of Ashford's rapid expansion are well designed and conceived.

Darren's wife Zoe and Simon's wife Daniella are also actively involved as

directors of this well-rooted family business with strong local connections.

"We care passionately about Ashford as we grew up here and saw it develop from a market town to the thriving business centre it is now," said Darren.

"Simon's grandfather played a part in Ashford's post-war growth and we want to continue that by offering a quality product delivered by skilled local tradesmen."

NHBC-registered Wealden Woodstyle, which provides sub-contracting services in carpentry and joinery as well as offering a full building service, has now moved to new premises just outside Ashford, where the landlord immediately asked the company to take on a major office repairs project on an adjacent site.

"It is important to use a local builder because you can visit the company, check out their work, talk to them about their ideas and take advantage of their local knowledge," explained Simon.

Wealden Woodstyle has worked in the retail and housing sectors as well as on major Private Finance Initiative (PFI) schemes and corporate office builds. "We're keen to use that experience on building projects in Ashford," Simon added.



# Personal touch leads to baby boom for shop

## Ed Hill meets Sally Starley who knows the long-term value of personal service at Ashford's Tiny Tots baby shop

IT MAY be a tough time in the retail world at the moment but one independent trader in Ashford says you can be a success if you are prepared to go the extra mile.

Sally Starley is the owner of Tiny Tots. She started the business 32 years ago. Her shop at the corner of Bank Street and Elwick Road specialises in everything parents need for their newborn baby.

She said: "I think our success is definitely down to knowing our customers. People come to us for advice. We don't push hard to sell them things but we hope they remember that we have been helpful when they do decide to buy something."

Tiny Tots is now the oldest independent baby store in the south of England and attracts customers from around the country.

Mrs Starley said: "Our reputation is passed



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down from generation to generation. Brothers and sisters who had things bought for them here when they were children come back to us even if they move away.

"Our customers come from all over Kent, London and beyond. I'm even sending a pram to Manchester."

One of Mrs Starley's customers even made the journey from Hertford to thank her after she had been so helpful on the phone.

She said: "We are a traditional business. It all comes from word of mouth. I think the most important thing is to be able to talk to people either in the shop or by phone. It really helps to understand exactly what they need; that way they will get the best product and the best value for money."

Tiny Tots has a website but does not sell things directly online.

Mr Starley said: "We do send things mail order, but I feel it is always best to have direct contact with the customer first."

She also says her shop offers service no large chain or supermarket ever can.

She said: "I'm passionate about my business and my customers. Particularly for new parents we are able to offer a lot of advice and reassurance. We are all mothers and grand-



**MOTHER SUPERIOR:** Shop owner Sally Starley feels going that little bit extra is what keeps her customers coming back for more

mothers ourselves. I have had five children myself. We have been there and done it."

• Tiny Tots can be contacted on 01233 623511.

## Daytrippers are ticket to boost in coach company's business

COACH companies have enjoyed something of a boost thanks to the recession, volcanic ash clouds and people's renewed interest in holidaying in the UK.

Alan Johnson has been in charge of Crosskeys coaches in Folkestone for the last 10 years and said business is continuing to hold up well.

He inherited the reins from his parents, when it was based in Newingreen, and has established a loyal customer base and developed some excellent working relationships with major tour operators.

The company, which has 22 coaches in its fleet, now operates out of Caesars Way in Folkestone and offers routes to a wide variety of UK and European destinations.

Despite the recession inevitably hitting everybody in the travel market, Mr Johnson said there have been some high points to come out of the past year.

"It's been steady, it was quiet at the beginning of the year but then that was down to the snow," he said.

"We picked up extra business during the ash cloud, transferring people from Dover docks to various airports."

"We've just finished our summer with taking foreign students to and fro and there wasn't any decrease on that from last year. The cruise ships coming into Dover are still keeping us busy."

Asked about the advantages of taking the coach compared to a car or plane, he said: "It saves on parking, you can be picked up at one point and be dropped off



at a central location. You haven't got to worry about finding a space or congestion.

"A lot of people think when they're given the price for coach hire it's quite high, but when you divide it down by 50 people, it's actually quite reasonable."

"Daytrips are among our most popular offering, with London being one of the most popular destinations. But then we do a lot of holidays for customers where they hire the coach for the week and go off to north Wales, Scotland or Newcastle."

However, a new trend has emerged over the summer, with theme parks now a hit with families wanting to go by coach.

Mr Johnson said: "We've done better this year on the theme parks. Possibly people have been staying at home this year so they've been taking their children out on a few different day trips rather than one holiday."

"Hopefully it's going to be positive from now on, but you never know. You've always got to be careful, just in case."

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## Home security company offers National ambitions with friendly, local service

WHILE most people would choose good local service over a call centre-driven multi-national, there are some situations where size does matter.

Home and business security is one area where people want friendly service but welcome the back-up that comes from a company that is big enough to respond swiftly and efficiently in an emergency.

It may sound like the best of both worlds, but that's exactly the promise made by Red Alert, a security company that has national ambitions but is still based in Ashford, where it was set up 17 years ago.

Red Alert has the back-up, the experience and the skilled engineers to deal with every eventuality, but still provides outstanding service with a local feel and has looked after many of its customers since managing director Clive Gawler began the business in 1993.

Red Alert installs smoke detection and fire alarm systems as well as a wide range of wired and wireless intruder alarm systems.

On the subject of maintenance, Clive is so committed to providing good service that he doesn't expect customers to sign a contract for that vital annual check.

"If we give a good service then we expect our customers to ask us to



**CAUSE FOR ALARM:** Security company Red Alert offers service with a smile to clients big and small

carry out their maintenance next year too," he explained. "We'd never dream of trying to lock them into an annual contract."

Clive's team also fits automated gates and garage doors that allow access at the touch of a button and installs external security lighting that reassures the householder while making life more difficult for any potential intruders.

It installs CCTV cameras that can protect commercial as well as domestic property and has contracts with councils and companies

across Kent.

A true local success story, Red Alert now looks after parts of the National Gallery in London as well as other high-profile galleries and big-name customers.

But while the company is growing steadily and making a name for itself well beyond the county's borders, it remains committed to providing an efficient and friendly service to loyal local customers who like to see the same faces arrive to carry out their annual alarm system maintenance.

## Cooking up a

### Independent kitchen shop makes a meal of catering for all shopping tastes

THE Orange Tree Cook Shop is an exceptional supplier of kitchenware truly rooted in the community, writes *Jenny Armstrong*.

Run by personable grandmother Sandra Clarke on Herne Bay's High Street, customers are sure of helpful advice.

For Mrs Clarke, 55, the kitchenware business runs in the family. She said: "My dad had a cook shop in Whitstable for about 17 years. I set the shop up in 1998 as I thought Herne Bay could do with a cook shop."

"The town didn't have anything like that at all – there are the odd pound shops and supermarkets that sell some things – but apart

from that there wasn't anything specialised in the town. So I thought I'd give it a go."

Mrs Clarke runs the shop herself and relishes the opportunity to get to know the townspeople. She said: "Over a period of time people get to know me, I get to know them and it's friendlier than a shop assistant in a big store who doesn't know you from Adam."

"It's nice really because over a period of time you get to see people quite regularly. A lot of people come in, especially a lot of more elderly people, for a chat."

"They don't come in to buy anything half the time but they ask about my holidays and the children. I'm in a small town and people have got to know me, which is nice because otherwise it can be a long day!"

"It's nice to get someone in to pass the time. We donate raffle prizes to the schools and the summer fêtes so you get to be part of the community."

And the businesswoman believes her independent shop can do something the bigger stores cannot – cater to the needs of all.

She said: "The advantage of using a small trader is we sell all



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**BAKING A PROFIT:** Orange Tree owner Sandra Clarke stocks those everyday kitchen items

the little bits and pieces the big places don't bother with. They are interested in the big machines and gadgets. I make sure I stock all the bottle brushes and sugar tongs.

"People always come in and say: 'You haven't by any chance got...'. I've been going 12 for years so, over that period of time, you do get to build up your knowledge. On the whole I can answer most of people's questions or get them what they want."

And Mrs Clarke has found the downturn has had some unexpected consequences in her field of business. She said: "Cupcakes are a really big trend at the moment. They have taken off



really, really well.

"Since the recession people have been coming back to do more cooking from basics. They're not buying pre-made food – they're making it themselves and doing their home-baking.

"It's not just the older generation now – it's the younger families with their kids learning to cook again."

# Recession fails to floor carpet specialist

THERE may be an underlaying recession, but an Ashford flooring business has bucked the trend by opening a brand-new showroom on the prestige Orbital Park site.

Trevor White set up Diamond Floorings as a mobile flooring business just three years ago, driving out to potential customers and leaving them with samples they could look through in the comfort of their own homes.

Despite launching during the worst economic conditions for decades, the business took off, and Trevor soon realised that he needed a permanent showroom to capitalise on the increasing demand caused by referrals from his existing customers.

"It's been astonishing," said Trevor. "While other businesses are struggling, our sales have increased to the point where I needed to open a showroom to meet demand. I couldn't drive quickly enough to get round the customers who wanted me to visit them!"

The result is a new showroom housing a wide range of carpets and vinyl floor coverings at The Glenmore Centre, Moat Way, on Ashford's prestige Orbital Park. Diamond Floorings is the area's only stockist for the exclusive British-made Victoria Carpets range and for Karndean designer floor tiles.

The showroom, which opened at the weekend, will serve both domes-



Picture: ODS HARMAN PHOTOGRAPHY

**WALL TO WALL:** Diamond Floorings' new showroom

tic and business customers with a range of quality floor coverings, from premium carpets and designer vinyls to top-name laminates.

"The showroom has a much more intimate feel than the traditional warehouse-type building and I'm determined to continue to offer the personal service that has helped us to get to this position," said Trevor.

"In particular, we will continue to offer hassle-free fitting at a time that suits the customer and we will do any furniture moving necessary, get rid of the old flooring and vacuum behind us."



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# Meet Brittain's most trusted sales staff

STAFF at Brittain & Hobbs have been providing people in Sittingbourne and Sheerness with electrical appliances since 1972, writes *Jill Hurst*.

While other independent firms have crumbled in times of economic hardship or up against corporate giants, this family business has managed to entrench itself so well it's become part of the fabric of both towns.

The firm sells a range of appliances including washing machines, cookers and televisions, together with smaller items such as toasters and irons. It also runs a rental centre and repair service for its own items in addition to electronic goods, laptops and games consoles.

Although still involved in the rental side of things, founder Ron Brittain has passed the day-to-day running of the company to his son Robert and a team of 16 staff, including branch manager Michael Prizeman.

Michael believes the continued success of

Brittain & Hobbs is down to its customer service. He said: "It's a very friendly place to work. I've been here 14 years and some of our engineers have been here donkey's years."

Michael says this has resulted in a consistency customers have come to trust. "There's certainly more repeat business here than anywhere else I've worked and that's a reflection of the level of service."

"Our aim is to provide a quick and personal service. Bigger chains may have stores in the area but their warehouses are located in various parts of the country. This means customers have to wait for their orders."

"We have a warehouse on site so if you buy a fridge-freezer in the morning you can have it in the afternoon."

"Unlike the big chains we provide a complete service so our engineers won't just dump stuff and run. If they're delivering a television, for example, they'll make sure it's set up and the customer is happy before they leave."

"It's small details that make a difference

and that's why people come back to us."

Brittain & Hobbs take their position in the community seriously, participating in town events such as the carnival and sponsoring a charity fun day each year.

They've also moved with the times using the internet to spread their message and keep in touch with clients – boasting 300 friends on the social networking website Facebook

Hard work, reliable products, trustworthy staff and a commitment to the community seems to be their formula for success.

And having made the final 12 in the Swale Chamber of Commerce's business of the year award – with the winner being announced in



**PLUGGED IN:** The successful team of 16 staff at Brittain & Hobbs is lead by branch manager Michael Prizeman (left)



October – it seems the customers aren't the only ones who think so.

• Brittain & Hobbs are at 6 Roman Square, Sittingbourne, and 22-24 High Street, Sheerness. You can contact them on 0800 027 3500 or [www.brittainandhobbs.co.uk](http://www.brittainandhobbs.co.uk).

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# Taste Kentish fare in ideal historic setting

ELVEY Farm is a medieval farmhouse in a magical setting in the village of Pluckley and a visit there is like stepping back in time, *writes Nick Ames.*

Meridian TV's Jeff Moody is the man behind one of the county's top venues when it comes to stylish dining and last Christmas opened the restaurant.

Since then Jeff and his partner Simon have been amazed at the number of people who come to eat at their restaurant.

"We see so many familiar faces," said Jeff. "Some people come back week after week, which is lovely because you get to know them."

The restaurant is in a 16th-century barn and enjoys a wealth of period features and views over the fields.

Specialising in old-fashioned Kentish recipes, it showcases some of the best local dishes.

The kitchen has also resurrected some old classics, such as game meatballs, and apple and cobnut pudding, and these sit comfortably alongside modern alternatives such as salmon and prawn terrine.

Chefs have created a dish called A



Taste of Kent, which includes hop-picker's pie, hunter's pie and venison and chestnut casserole.

Staff have tracked down many of the old recipes to create truly unique food such as a watercress lady's lunch and thresher flan.

Gypsy tart is also a current favourite on the menu as a dessert.

Jeff said he wanted a new challenge and the chance to be his own boss after years as a TV reporter.

He said: "Being independent has given us the chance to experiment

and ensure that we keep to local recipes and produce.

"Our motto is 'Kentish to the Core' and that includes making sure even the soap is made locally.

"We think it's extremely important to do this. Our meat comes from a farm just down the road in Smarden and our fish is caught off Hythe.

"The Old Kentish recipes are all faithful recreations alongside our own creations.

"For instance, the watercress lady's lunch is in honour of a local ghost – an elderly lady who smoked a pipe and drank gin, but set herself on fire and then drowned after jumping into a stream to try and put the fire out.

"It's a duck breast salad with juniper berries and marinated in gin. This is just one of the advantages of being an independent business. We can try out different things and express ourselves."

Jeff added that he was very happy in his role as a restaurateur and guesthouse owner.

"I spent a long time in TV, both BBC and ITV2," he said. "But now I'm doing what I always wanted – being my own boss and having the chance to express myself and do what I want to do."

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# You'll love being on the road to Santa Fe

WHAT'S the most important part of your new car? Miles to the gallon, resale value, CD system?

No. If you intend to drive any distance, comfortable, supportive seating is number one.

After 30-odd years of driving, I've lost count of the back trouble I've suffered due directly to rubbish seating in cars.

For me it's top priority and drivers who suffer the same problem should remember it as they sign the cheque for their shiny new motor.

So, the only thing I was going to criticise about the Hyundai Santa Fe was the driver's seat: electrically adjustable, leather, heated, so it should have been easy to get comfortable.

But it wasn't. I needed more lumbar support and cussed it a few times until the eighth day (and almost 900 miles later), as I prepared to return it to Hyundai. I discovered – conveniently placed on the side of the seat – two buttons... to alter lumbar support.

How I missed it I will never know. Perhaps it was the fact that it was loaned for a week-long holiday in Norfolk and I was on my way within hours of taking delivery.

But I can confirm that for the final few miles in my stewardship the seat was finally comfortable, perhaps it could have done with a fraction more side support when taking bends, but it would be churlish to complain.

So, the Santa Fe is a fine 4x4, good-looking in the same way Merc off-roaders manage and – I'll whisper this – it's a bargain.

Ignore the green anti 4x4 brigade and consider the Santa Fe – a good-looking estate car with stacks of space and rugged 4x4 when the going gets tough.

Hyundai provided a top-spec CRD with seven leather-trimmed seats and a smooth

## Hyundai Santa Fe

From £21,620 - £25,705 on the road

17" alloy wheels  
4WD system – torque on demand with lock in 4WD  
5 or 7 seats  
6 airbags with roll-over sensor  
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Leather steering-wheel and gear knob  
Reversing sensors (body coloured)  
Rear spoiler with integral brake light  
Self-levelling suspension (7 seat only)

six-speed auto box, which lists at £25,705.

Its 194bhp 2.2 litre diesel actually feels much bigger and, even with auto, she'll tow 2,000kg.

The lower spec Style starts at just over £21,620, so we are talking value here.

The green dashboard ECO light comes on when you're driving sensibly, 2,000 rpm means about 70 in 6th, so mid 30mpg is easy.

It feels as familiar as a Ford Fiesta to drive, and despite the size, is easy to manoeuvre. The indicator and wiper stalks are on the 'wrong' side, like old Japanese cars, as is the South Korean way, but you soon get used to it.

The seven-seat option was perfect for a week's holiday with three teenagers. On the journey to Norfolk they sat in the back, and the load compartment swallowed enough luggage for the trip and the self-levelling suspension kept the whole car in shape.

In Norfolk I spent a lot of time on country roads doing 30-50 mph. It's not a sports car and



**ALL-ROUNDER:** The Hyundai Santa Fe was perfect for a family trip to Norfolk, with its even-seat option and iPod docking

I wouldn't drive it as such. She rolled a bit more in corners than a saloon or estate but slow in accelerate out on bends meant swift progress with a minimum of passenger discomfort.

The Santa Fe has specific MP3 and iPod sockets to play through the decent stereo, which forms part of a neat, tidy dash, bathed in blue light, which I like.

Will she off-road? Yes, I think so. A couple of passing places in narrow lanes had me welcoming the electrically folding door mirrors and I had a couple of the wheels 'off-road'.

I discovered you could turn off the ESP and engage the diff lock to get muddy but I didn't

need to. The biggest benefit though for my return to Kent and its terrible road surfaces was the sensibly profiled road tyres on handsome alloys. No pothole fears with this baby.

The likes of Kia and Hyundai have come on massively in the past 10 years and they make cracking motors now that compete with the best and with their gold-plated warranties they are now world bestsellers. Enough said.

My tip would be choose according to your dealer. Many are brilliant, some may not be, so ask around and trust your instinct.

**Gary Wright**

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WHEN money is tight, the last thing many of us need is to fork out thousands on a new car or spend hundreds of pounds on repairs.

But if your motor gives up the ghost, leaving you without wheels, then a new car, or paying for repairs to your current one, is an expense that must be met.

The internet is bursting with bargains and offers that seem – and often are – too good to be true.

Many local dealers say that the deals found online come with catches and clauses not always obvious to customers, plus there is the fact that it is much harder to examine a car that may be shipped to you from the other end of the country, or even abroad, for yourself.

So why should buyers buy their car from a local dealership?

Bryan Smith, the principal dealer at Baileys Nissan in Canterbury said that local dealers offer many deals as competitive as you would find elsewhere.

He said: "Staying with a local dealership is simple. If you have any issues with the car then you can deal with us face-to-face and resolve those issues in person. This could save you a lot of time and money in the long run."

"If you pick up a car that's delivered from, say Edinburgh, and it turns up with a scratch on it, then your problem is with the dealer there."

# Why keeping it local can bring you peace of mind

## Buying from a trusted local dealer brings benefits over internet deals



**WHAT PRICE SATISFACTION?** Great service brings drivers back to their local dealer, something internet deals cannot equal

"Also, the local dealer is as competitive as ones elsewhere in the country as we all work to the same margins, so there shouldn't be much difference in the transaction price."

"The internet changed the industry, but a lot of the offers that are advertised don't even exist. We always have offers on new cars, offer low-rate financing, free roadside assistance,

minimum part-exchange deals and incentives for our loyal customers. I think this is why people come back to us, as well a high-level service. At Baileys we like to treat our customers as part of the family."

Steve Ashby, sales manager at Pierremonts in Broadstairs, said the relationship that is built up with customers is a key part of what makes local dealers a better bet.

"The aftercare is an important thing, as well as what we can do for the customer once they've taken the car home."

"We will look after their needs in the future if we can, taking time to understand what the person wants."

"It's not just about making a profit for dealerships like ours. If you give someone good service then they are likely to return, and that in itself is valuable to us."

"We have some people who have been coming to us for years, to get car after car, and that is a really nice feeling, to know that person is satisfied by the service we offer."

"Also there is that reassurance that the car's history is known to us, which might not be the case if ordering from the internet."

"It all goes to show that staying local really is a great option."

**Thomas Betts**

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## MOTORS NEWS



### Ford peps C-Max appeal

FORD'S all-new C-Max MPVs go on sale next month from £16,745.

The five-seater is intended to uphold the out-going car's reputation as one of the sportier people carriers on the market, while the seven-seat Grand version (£18,745) with twin sliding rear doors is a new departure – the first generation C-Max was only ever available with five seats.

Both versions will sell as well-specified premium models with just Zetec and Titanium trim levels – at least initially – and a choice of three petrol and two diesel engines.



### Jaguar leaping ahead

JAGUAR sales are roaring – the UK sporting executive marque said sales have leapt 45 per cent so far this year and a whopping 74 per cent in August against August 2009.

This was achieved despite the end of X-Type production and no replacement model and while largely driven by the success of the XF, which outsold its Audi and BMW rivals in every month so far this year, the new XJ saloon was also director's car sector best seller for May, June and July.



### Nissan turns a new Leaf

ORDER books have opened on Nissan's new Leaf – claimed to be the world's first affordable, mass-produced, 100 per cent electric vehicle.

Deliveries start in March, priced at £23,990 – including a £5,000 government incentive and the new 20 per cent VAT rate – but Nissan says it will be possible to run the Leaf for less than two pence a mile and with reduced servicing costs, exemption from London's congestion charge, zero road tax and zero benefit in kind penalties for company car drivers.



**MAKING A NOISE:** Peugeot has raised its game in the MPV stakes and the 5008 offers the versatility demanded by users and the glass cabin gives it an exemplary fit and finish

# Peugeot finally gives table a thump with new 5008

## ROAD TEST HYHYHYHYHYH

■ BY STEVE LOADER

### STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

sliding mechanism on the three second row chairs – and with all five rear seats capable of folding flat for van duties.

Rarely for this sector, the rearmost pair also takes adults rather than being restricted to passengers who keep asking Dad “are we there yet?” when he's already ratty from having to buy an MPV.

Not surprisingly, the flagship Exclusive spec test car with a 1.6-litre HDi 110bhp diesel helped first impressions with its full-length panoramic roof plus powered sunblind and head-up display showing speed and a distance alert for the car in front reflected in your sight line.

However, the test car's six-speed EGC (electronic gearbox controlled) transmission had me in two minds – much the same can be said for the device itself.

On paper, this clutchless manual delivers better and greener performance than the manual for just £400, but the fully auto changes are jerky and erratic. Buy it if you mostly prefer manual changes and would use auto only in town traffic – don't buy if you habitually drive an automatic because it won't be smooth enough in most situations.

THERE probably isn't a lot of Gallic shoulder-shrugging and table thumping at Peugeot.

But the ‘quiet man’ of the French motor industry has waved its arms around lately with: a Nissan Qashqai riposte (3008), a stunning rival to the Audi TT (RCZ Coupe), a super-car concept and plans to take the ‘Lion Brand’ from No10 to No7 in global production volumes within five years by launching 14 new models.

Oh, and it just did an about face and launched a proper people carrier and it's one of the best – the seven-seat 5008 (from £17,495).

Marketed as “Enjoyed by families – loved by drivers” it mostly gets away with it too, although any MPV is bound to stretch the latter point and the 5008 is outclassed by a Ford S-Max on a winding rural road, but the Ford can't match the Peugeot's ride quality, so it comes down to personal preference.

The executive class cabin features exemplary fit and finish – Peugeot has raised its game here lately – plus the vital versatility that MPV buyers demand.

The 5008 has good individual seating for seven or multiple permutations – helped by the



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02 02	Alfa Romeo 156 1.6 T-Spark Turismo Sportswagen Estate, Aluminium Silver, Petrol, 5 speed manual, 63000 miles	£2,995

## SALOONS, SPORTS & PRESTIGE

07 57	Mercedes-Benz E280 Cdi Sport Saloon, White, Turbo Diesel, Automatic, 26000 miles	£23,500
05 05	Mitsubishi Evo 2.0 FQ-340 IX 4 dr, 6 sp, 3 owners, 35k, FSH, a/c, r/c/locking, immob, e/w, CD, body kit, ABS, PAS, leather, alloys, in flame red	£15,995
08 08	Volkswagen Passat 2.0 TDi SE Saloon, Grey, Turbo Diesel, 6 Speed Manual, 69000 miles	£9,995
08 08	Peugeot 407 2.0 HDi SE 4dr, 6sp, 1 owner, 32k, FSH, A/C, ABS, Cruise, R/C/L, immob, E/W, CD, fogs, CD, Alloys, in metallic blue	£7,995
05 05	Honda Civic 2.0 Type-R, 3 dr, 200 bhp, 6 sp, 2 owners, 49k, fsh, a/c, abs, pas, r/c/locking, immob, e/w, alloys, in met black	£7,695
03 03	Mini Cooper 1.6S, 3 dr, 6 sp, 88k, fsh, a/c, abs, pas, cbc, r/c/locking, immob, e/w, cd, half leather, alloys, in met grey	£5,995
02 52	Volkswagen Golf Avantgarde Convertible, Aluminium Silver, Petrol, 5 Speed manual, 53000 miles	£5,495
03 03	Jaguar X-Type V6 SE Saloon, Beige Buff, Petrol, Automatic, 88000 miles	£4,995
02 52	Peugeot 2006 1.6 Coupe Cabriolet S, Blue, Petrol, 5 speed manual, 59222 miles	£4,995
03 03	MG ZT+ 2.0 CDTi 4 5dr, 83k, FSH, a/c, ABS, PAS, r/c/locking, immob, e/w, e/mirrors, 1/2 leather, alloys, in green	£3,695

## HATCHBACKS

08 08	'New Shape' Ford Mondeo 2.0 TDCi Edge 6sp, 1 owner, 53k, FSH, A/C, ABS, PAS, R/C/L, Immob, E/W, CD in Black	£8,995
07 57	Seat Leon 1.9 TDi Reference TDi 5dr hatchback, Black, Turbo Diesel, 5 speed manual, 68000 miles	£7,995
05 05	Honda Civic 2.0 Type-R, 3 dr, 200 bhp, 6 sp, 2 owners, 49k, fsh, a/c, abs, pas, r/c/locking, immob, e/w, alloys, in met black	£7,695
07 57	Ford Focus 1.8 Style TDCi, 5dr, Hatchback, Blue, Turbo Diesel, 5 Speed manual, 47000 miles	£7,695
07 57	Ford Focus 1.8 Style TDCi, 5dr, Hatchback, Blue, Turbo Diesel, 5 Speed manual, 44000 miles	£7,195
07 57	Vauxhall Astra 1.3 Life CDTi 5dr hatchback, Black, Turbo Diesel, Manual, 48000 miles	£6,695
07 57	Mazda 6 TS2.0 D, 5 dr, 143 bhp, 6 sp, 1 owner, 64k, fsh, a/c, abs, pas, cruise, r/c/locking, immob, e/w, cd, alloys, in met blue	£6,495
05 55	Ford Mondeo 3.0 V6 TitaniumX, 6sp, 2 owners, 36k, FSH, a/c, cruise, e/w, r/c/locking, immob, CD, htd seats, auto lights, 1/2 leather, alloys, in platinum	£5,995
07 07	Ford Mondeo 2.0 LX TDCi 5dr Hatchback, Grey, Turbo Diesel, 6 speed manual, 71000 miles	£5,695
07 07	Ford Mondeo LX TDCi 5dr Hatchback, Black, Turbo Diesel, 5 speed manual, 68000 miles	£5,995
07 57	Mazda 6 TS2.0 D, 5 dr, 143 bhp, 1 owner, 96k, fsh, a/c, cruise, abs, pas, r/c/locking, immob, e/w, cd, alloys, in met silver	£5,995
07 57	Mazda 6 Hatchback 2.0td, 1 owner, 96,000 miles, A/C, E/W, PAS, C/L, Alloys, Met Silver	£5,495
07 07	Ford Fiesta 1.4 Style TDCi 5dr Hatchback, Green, Turbo Diesel, 5 speed manual, 55000	£4,995
02 51	Toyota Celica 1.8 VVTi 3dr hatchback, Blue, Petrol, 6 speed manual, 82000 miles	£4,295
07 57	Ford KA 1.3 Style Cloth 3dr Hatchback, White, Petrol, 5 speed manual, 37000 miles	£3,995
02 02	Ford Mondeo Zetec-S V6 24v 5dr hatchback, Green, Petrol, 5 speed manual, 78000 miles	£3,695
04 54	Ford KA 1.3 Collection 3dr Hatchback, Black, Petrol, 5 speed manual, 35000 miles	£3,695
04 54	Vauxhall Vectra 1.8 Life 16v 5dr Hatchback, Aluminium Silver, Petrol, 5 speed manual, 96000 miles	£3,695

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08 08	Mitsubishi L200 4wd LWB Warrior Pick Up, Aluminium Silver, 5 Speed Gearbox, 24000 miles	£13,495 + vat
07 07	Mercedes Sprinter 2.2 CDI 311 LWB, 6sp, 1 owner, 87k, FSH, ABS, PAS, r/c/locking, immob, ply lined, side loading dr, CD, in white	£8,995 + vat
07 07	Ford Transit 100 2.4T350 MWB Tipper, 3 seater, 1 owner, 75k, FSH, ABS, PAS, r/c/locking, immob, CD, in white	£8,495 + vat
07 57	Volkswagen Transporter 1.9 TDi T28 SWB 103bhp, 1 owner, 97k, FSH, ABS, PAS, ASR, R/C/L, immob, ply lined, side loading door, Cd in White	£7,495 + vat
07 07	Ford Transit 280 SWB Lr Pv 85 Panel Van, White, Turbo Diesel, 5 speed manual, 87000 miles	£6,695 + vat
07 07	Ford Transit 2.2 T280 SWB Lr Pv 85 Panel Van, White, Turbo Diesel, 5 speed manual	£6,295 + vat
07 07	Ford Transit 85 2.2 TDCi T280 SWB, 1 owner, 90k, 3 seater, FSH, ABS, PAS, r/c/locking, immob, CD, side loading dr, plylined, in white	£5,995 + vat
07 07	Volkswagen Transporter T28 SWB Pbv Pv 84 TDi, White, Turbo Diesel, 5 speed manual, 117000 miles	£5,995 + vat
08 08	Volkswagen Caddy 1.9 sdi 67ps van, 1 owner, 97k, abs, pas, asr, r/c/locking, immob, cd, ply line, side loading dr, in white	£5,695 + vat
07 56	Ford Transit Connect TDCi T230 LX LWB 90 Panel, White, Turbo Diesel, 5 speed manual, 97000 miles	£5,495 + vat
08 57	Volkswagen Caddy 2.0 C20 SDi Van, White, Diesel, 5 speed manual, 87000 miles	£5,495 + vat
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07 07	Vauxhall Astra 1.7 CDTi Club Ac Van, White, Turbo Diesel, 6 speed manual, 90000 miles	£4,995 + vat
07 57	Peugeot Expert 1.9D 800 70 panel Van, White, Diesel, 5 speed manual, 60000 miles	£4,995 + vat
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07 56	Peugeot Partner 1.9 LX 600 D Van, White, Diesel, 5 speed manual, 30000 miles	£4,295 + vat
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147, JTD Turismo, 2003, metallic black, 71000 miles, £3999, Ramsgate, 0844 856 4496 (TRADE)

147, JTD Turismo, 2003, metallic black, 71000 miles, £3999, Ashford, 0844 826 5918 (TRADE)

159, 2.4 JTDm Lusso, 2006, abs brakes air con alloys diesel electric windows immobiliser metallic paint multiple airbags remote audio controls, grey, 64642 miles, £8000, Ashford, 0844 826 5918 (TRADE)

159, MPI Turismo, 2008, abs brakes air con alarm fitted alloys electric windows immobiliser multiple airbags single cd player traction control remote central locking isofix child seat points, black, 36301 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

## BMW

1 SERIES, 120d SE Steptronic Auto, 2007, abs brakes air con alloys cd player central locking climate control diesel electric windows front fog lights immobiliser metallic paint mp3 player power fold mirrors front passenger air bag deactivation switch remote central locking isofix child seat points remote audio controls, black, 36000 miles, £13500, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 116i SE, 2006, abs brakes air con alarm fitted alloys cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering sports seats traction control remote central locking isofix child seat points remote audio controls, blue metallic, 59000 miles, £8000, Ashford, 0844 826 5918 (TRADE)

## CHEVROLET

TACUMA, SE, 2004, abs brakes air conditioning alarm fitted cd player central locking drivers airbag electric windows immobiliser metallic paint power steering single cd player split folding rear seats twin airbags remote central locking, red, 19000 miles, £2950, Tunbridge Wells, 08448 759297 (TRADE)

TACUMA, SE, 2004, abs brakes air conditioning alarm fitted cd player central locking drivers airbag electric windows immobiliser metallic paint power steering single cd player split folding rear seats twin airbags remote central locking, red, 19000 miles, £2950, Ramsgate, 0844 856 4496 (TRADE)

TACUMA, CDX, 2007, air conditioning automatic transmission cd player central locking drivers airbag electric windows power steering, grey, 24266 miles, £5500, Ramsgate, 0844 856 4496 (TRADE)

TACUMA, CDX, 2007, air conditioning automatic transmission cd player central locking drivers airbag electric windows power steering, grey, 24266 miles, £5500, Ashford, 0844 826 5918 (TRADE)

TACUMA, SE, 2004, abs brakes air conditioning alarm fitted cd player central locking drivers airbag electric windows immobiliser metallic paint power steering single cd player split folding rear seats twin airbags remote central locking, red, 19000 miles, £2950, Ashford, 0844 826 5918 (TRADE)

## CHRYSLER

PT CRUISER, passenger airbag rear electric windows side airbags steering wheel rake adjustment traction control 2 owner, midnight blue, 52000 miles, £4000, Crayford, 01322 281525 (TRADE)

VOYAGER, LTD AUTO, 2004, abs brakes air con alloys automatic transmission cd player electric windows half leather trim heated seats immobiliser remote central locking, silver, 73000 miles, £6500, Canterbury, 0844 856 4494 (TRADE)

VOYAGER, LTD AUTO, 2004, abs brakes air con alloys automatic transmission cd player central locking cruise control electric windows front fog lights half leather trim heated seats immobiliser remote central locking, silver, 73000 miles, £6500, Ashford, 0844 826 5918 (TRADE)

## CITROEN

C-CROSSER, 5, gy08 vtf, 2 registered keepers central locking remote central locking front electric windows electric windows electric mirrors abs traction control air conditioning power steering drivers airbag passenger airbag side airbags cruise control alarm immobiliser full leather interior alloy wheels, grey, 11600 miles, £16995, Ashford, 01233 640100 (TRADE)

C1, 3, gf58nvn, remote central locking front electric windows abs power steering drivers airbag passenger airbag, silver, 11000 miles, £6995, Ashford, 01233 640100 (TRADE)

C1, 1.4, 2008, black, 50 miles, £10980, Ashford, 0844 826 5918 (TRADE)

C1, 1.4, 2008, cd player central locking electric windows, red, 50 miles, £11000, Ashford, 0844 826 5918 (TRADE)

C1, 1.0i Vibe 5dr Hatch, bv08upo, pas, abs, radio/cd, passenger airbag, steering wheel rake adjustment, drivers airbag, front head restraints, cloth seat trim, full size spare wheel, steel wheels, rear wiper, blue, 18035 miles, £5695, Tunbridge Wells, 01892 549766 (TRADE)

C1, 1.0i Splash 5dr Hatch Special Edition, gu090lk, pas, abs, air conditioning, remote central locking, front electric windows, radio/cd, passenger airbag, steering wheel rake adjustment, drivers airbag, full size spare wheel, steel wheels, cloth seat trim, rear wiper, front head restraints, blue, 17540 miles, £5695, Tunbridge Wells, 01892 549766 (TRADE)

C1, 1.0i Vibe 5dr Hatch, gy58vux, pas, abs, radio/cd, passenger airbag, steering wheel rake adjustment, drivers airbag, front head restraints, cloth seat trim, full size spare wheel, steel wheels, rear wiper, red, 11340 miles, £5695, Tunbridge Wells, 01892 549766 (TRADE)

C1, Vibe, 2008, abs brakes central locking drivers airbag immobiliser power steering single cd player, red, 22000 miles, £5000, Ramsgate, 0844 856 4496 (TRADE)

C1, Splash, 2010, abs brakes air conditioning central locking drivers airbag electric windows power steering remote central locking, 10, 10 miles, £7000, Ramsgate, 0844 856 4496 (TRADE)

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## PROPERTY NEWS

### Construction slowdown bad news for builders

A NOTED fall in construction orders in recent weeks is bad news for the industry, the Federation of Master Builders (FMB) has said.

Recent reports say seven per cent more surveyors have reported a fall in total construction workloads during the summer.

Figures from the Royal Institution of Chartered Surveyors found public housing and other municipal works were the worst-affected sectors, probably as a result of cuts in government spending.

Additionally, the latest Markit/CIPS Construction Purchasing Managers' Index shows UK construction activity slowed to its weakest level in four months in July.

Brian Berry, director of external affairs at the FMB, said: "Sadly, none of this is a total surprise as it reflects the feedback we have been getting from our members about the building industry suffering because there is less government money available for capital projects."

However, he went on to say that the Government's green deal, which will see 26 million homes refitted, could potentially offer new job opportunities.

### Mortgage rise fails to turn market forecast

THE number of mortgages being granted is up on the month – but down on the same period last year.

But it has led to some reports the housing market is heading for a double dip recession after it was revealed that the lending figure was the second lowest ever, compared with payments.

Gross mortgage lending increased by five per cent, to £13.6 billion, in July – up from the £12.9 billion seen in June, but lower than the £14 billion in July, 2009.

CML economist Paul Samter said it is difficult to see any particular speed being injected into the market for the rest of the year, with low lending and transaction levels dragging things down.

"But for most home owners, the situation is not that bleak," he said. "The vast majority of households continue to pay their mortgages in full every month, and many have benefited from the record low interest rates."

The margin between mortgage rates and the cost of funding to lenders through the swap rate market is at an all-time high, research from Moneyfacts recently suggested.



# Buyers choose comfort over green technology

■ BY NICK AMES

A SURVEY of estate agents has revealed the kind of features that homebuyers look for when choosing a new home.

And surprisingly, tastes have not been too heavily influenced by environmental considerations.

In this age of green living, when recycling and global warming are at the forefront of the news, features such as solar panels and views of eco-friendly wind turbines etc were considered the least appealing, whereas enhancements such as conservatories came out on top.

The research was conducted on behalf of Specflue, a UK supplier of flue, stove and chimney products, and asked experts what makes a property appealing to potential purchasers.

More than 80 per cent of estate agents rated a conservatory as the feature most likely to appeal to a purchaser, in comparison to solar panels and wind turbines only scoring 14 per cent and three per cent respectively.

Gemma Collins, spokeswoman for Elephant Windows in Kent, said: "I am not overly shocked by these results, as although the property market is currently on a rollercoaster ride and finances are uncertain with the ever looming effects of the recession, our sales in conservatories have almost doubled."

"What once could have been named the ultimate luxury within a household has now become affordable and can actually add thousands of pounds to the price of a property, especially as there are now products such as A-Rated windows."

"These types of windows can lower the loss of thermal heat that leaks through building fabric, thus fulfilling its environmentally friendly role to reassure the consumer, whilst still looking aesthetically pleasing to the eye."



**SITTING PRETTY:** Conservatories are top of potential buyers' wish lists, say agents, with eco-friendly items such as solar panels and wind turbines lagging behind

The results of the survey also indicated luxury additions such as wood-burning stoves and wet rooms are among the top priorities when looking for a new home.

Peter Maskell, managing director of Brock Taylor Estate Agents, added: "These findings clearly show the features that appeal to potential purchasers. People's tastes have become considerably more sophisticated over the last 10 years and buyers now search the marketplace with a specific wish list in mind."



## Check home insurance small print

HOMEOWNERS should talk to an insurance provider before taking out home insurance, in case they are unaware of some clauses which affect the outcomes of deals, say experts.

The British Insurance Brokers' Association (BIBA) says it is concerned that many people are unaware that home insurance policies have differing occupancy clauses, which generally sets a maximum number of days that you are allowed to leave a property empty.

BIBA technical and corporate affairs executive Graeme Trudgill explained that home-

owners need to take advice on what they will be required to do if they intend on exceeding this occupancy clause.

He said: "Lots of people don't get advice. They just go online, find the cheapest thing and click 'buy'."

"BIBA are concerned that people are just buying online without reading the terms."

His comments follow the publication of data earlier this year, suggesting that uninsured victims of burglary face an annual bill of £200 million.



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## HEAD TEACHER

(Group 1) Salary Scale: L1 – L18

**St. John's Church of England VC Infant School,  
4 New Street, Chatham. ME4 6RH Tel: (01634) 844135**

Following retirement, our friendly, one-form entry school in central Chatham needs a caring, enthusiastic and forward-thinking head-teacher, starting January 2011. With a strong Christian ethos, the school celebrates cultural diversity, working closely with the local community, the local Parish Church and as a feeder school with Balfour Junior School. The new head teacher will value and develop these relationships. With proven management experience at KS1, you will build and manage a team to continue a 148 year tradition of excellent education for pupils of all abilities and backgrounds in a "happy and harmonious atmosphere" (Ofsted 2009).

Come and visit **"The Village School in the Heart of Medway"**

Please phone Mrs. L. Day at the school from 1st September to make an appointment.

St. John's Infant School is committed to safeguarding young people. The post is subject to an enhanced CRB check. Applications will only be accepted by application form and supporting letter. References will be taken up before interviews, to be held during the week beginning 27th September.

For an application pack, please contact: Susan Bowers, HR Services, Schools,  
Medway Council, Gun Wharf, Dock Road, Chatham. Kent ME4 4TR Tel: (01634) 331100  
email [susan.bowers@medway.gov.uk](mailto:susan.bowers@medway.gov.uk)

**Starting date:** 1st January 2011  
**Closing date for applications:** 1pm Friday 17th September

## Abbey Court School "WE GROW PEOPLE"

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### TEACHING ASSISTANTS

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£15,039 - £19,126 pro-rata + SEN Allowance (£1,177)**

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Abbey Court is located on 2 sites; Rainham (Nursery and Primary) and Strood (Secondary and Further Education), and caters for pupils aged 3-19 with Severe Learning Difficulties. Working hours are 32.5 p/w, term time only. Previous experience and/or NNEB (or equivalent) qualifications preferred. Comprehensive training and induction will be provided.

Due to the conditions and complex needs of the pupils at Abbey Court School, continuity and consistency of support is paramount and therefore candidates for all positions will need to commit to the full working hours of the post.

This School is committed to safeguarding and promoting the welfare of children and young people, and expects all staff and volunteers to share this commitment. Any offer of appointment for post is subject to a satisfactory Criminal Record Bureau Disclosure.

For an application pack, please write to/telephone (stating the role for which you are applying):  
Mrs Linda Taylor, Abbey Court School, Rede Court Road, Strood, Kent ME2 3SP  
(01634 338236)

Please note CV's will not be accepted. Closing date: 24.9.2010

## Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint an outstanding individual in the following area:

### Customer Services Supervisor

**Ref: P0070**

**Salary: £18,709 - £21,994 per annum  
Maidstone**

An exciting opportunity has arisen for an excellent candidate to supervise, motivate and coordinate the activities of a team, engaged in all Customer Service activities, to enable the Maidstone Campus to meet the College's strategic aims and its day to day responsibility to provide high quality education and training.

The successful candidate will have a customer-focussed approach towards excellence, be confident and self motivated with the ability to work on own initiative demonstrating confidence in decision making. The candidate must also have the ability to plan, prioritise and monitor their own work and the work of the team.

The role will be working closely with the Campus Manager and the Health and Safety Manager to provide a robust service to the College.

A recognised customer service and / or management qualification would be desirable along with basic health and safety training with a commitment to gain an IoSH qualification in "Managing Safety".

A track record of managing teams would be advantageous for this exciting role.

**Closing date: Wednesday 15 September 2010**

MidKent College is working in partnership with RBLI Employment Solutions to support individuals who have a disability or health condition in the application, interview and employment with the college. If you would like any further information regarding RBLI, or require assistance with your application process then please contact RBLI on 0800 783 1144 or visit their website [www.rbli.co.uk](http://www.rbli.co.uk) for information, advice and guidance.

The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

Application forms and further details are available from [www.midkent.ac.uk](http://www.midkent.ac.uk). Alternatively, please e-mail [job.applications@midkent.ac.uk](mailto:job.applications@midkent.ac.uk). For individuals without access to e-mail or the internet please call the HR department on 01634 383102 (24 hour answer machine). In all communication with the College please quote the appropriate job title and reference number.

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These roles will suit Nurses from a variety of backgrounds and would be ideal for those returning to work following a career break, recent nursing graduates or those wishing to move away from a traditional ward, community or outpatient environment. Consideration will be given to full or part-time hours.

For an informal discussion, please contact Daniel Garratt, Senior Distribution Manager on 07825 386491 or apply online at [www.jobs.nhs.uk](http://www.jobs.nhs.uk) quoting reference 278-CLINADVISOR-0510-JT  
Closing date: 18 November 2010.

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## Young Persons' Drug and Alcohol Treatment Worker

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KCA (UK) is an expanding and vibrant organisation providing a wide range of high quality and innovative specialist services in the drug, alcohol and mental health sectors.

This post will involve one-to-one work with young drug and alcohol users (aged 10 – 18) experiencing complex difficulties. These may include concerns around mental health, safeguarding, homelessness, offending and chaotic substance misuse issues.

Covering the Medway towns and surrounding area, we are looking for someone with good substance misuse knowledge, excellent communication and casework skills and proven experience of working effectively with young drug and alcohol users. Applicants with experience of working with young people with a dual diagnosis will be particularly welcome.



Application forms and job descriptions can be downloaded from [www.kca.org.uk](http://www.kca.org.uk). Alternatively, you can email [recruitment@kca.org.uk](mailto:recruitment@kca.org.uk) or call 01795 590795 and select option three. Please quote reference 704.

Closing date: Midday on Monday 13 September 2010.  
Interview date: Monday 27 September 2010.

KCA (UK) is committed to the principles of equality of opportunity for all and welcomes applications from people with experience of substance use or who have had previous problems with substance misuse.  
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## Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint an outstanding individual in the following area:

### Lecturer in Electrical Installation Ref: P0357

Salary: £28,463 - £32,251 per annum (dependant on qualifications and experience)  
Medway

We are looking to recruit an enthusiastic individual to deliver Electrical Installation to learners studying from level 1 to level 3. The successful candidate will contribute to the development, delivery and teaching of Electrical Installation programmes. The ideal candidate must have a current knowledge and practical experience of the Building Services Industry, have sufficient teaching experience and educated to Level 3 or the equivalent in the relevant field. The successful candidate must have; an Advanced Craft Certificate, including Inspection and testing of Installations and possess either a D32/34 or A & V Awards and hold a recognised teaching qualification or be willing to work towards one. Good IT skills and the ability to work within a team are essential.

**Closing date: 12 noon on Wednesday 15 September 2010.  
Interviews to be held on Monday 20 September 2010.**

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MidKent College is working in partnership with RBLI Employment Solutions to support individuals who have a disability or health condition in the application, interview and employment with the college. If you would like any further information regarding RBLI, or require assistance with your application process then please contact RBLI on 0800 783 1144 or visit their website [www.rbli.co.uk](http://www.rbli.co.uk) for information, advice and guidance.

The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

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AApplcation forms and further details are available from [www.midkent.ac.uk](http://www.midkent.ac.uk). Alternatively, please e-mail [job.applications@midkent.ac.uk](mailto:job.applications@midkent.ac.uk). For individuals without access to e-mail or the internet please call the HR department on 01634 383102 (24 hour answer machine). In all communication with the College please quote the appropriate job title and reference number.

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## TV One Ltd

TV One Ltd is a leading UK manufacturer for Audio & Video conversion products for the Pro AV, Broadcast and Live Events markets.

We are looking for 4 candidates to work as part of a growing R&D team located in East Kent, primarily focused on High Definition video conversion systems based around our proprietary CORIO® technology.

### R&D Manager - £49-55K + Benefits

Primarily responsible for the Project, Product and Personnel Management of the R&D Department including Customer liaison for OEM products and bespoke design.  
Key Skills: Experience in Team Leading/Management of R&D team; Good Project Management skills; Good Systems Design knowledge

### Windows Software Engineer - £39-45K

Primarily responsible for the design and development of Windows & Web based technologies to control our range of video processing products  
Key Skills: Fluent in Visual studio C# / Visual Basic; Experience of designing GUI's with timeline functionality; Web Development

### Hardware Design Engineer - £39-45K

Primarily responsible for Initiating and progressing development of the Schematic & PCB designs from concept to production & compliance with EMC & safety standards  
Key Skills: Experience in Digital & Analogue design, preferably incorporating video technologies; Experience of schematic entry and multilayer PCB design for complete design cycle from concept to production release

### R&D Test Engineer - £29-35K

Primarily responsible for the support of R&D for prototyping & testing of new designs, creation of technical documentation, maintaining quality of product and documentation  
Key Skills: Experience in electronics product testing role (Hardware/Software etc), familiar with quality controls & testing standards, Good communication skills

To apply for any of these positions contact:  
Amanda Holges, TV One Ltd, Unit V, Continental Approach, Westwood Industrial Estate, Margate, Kent. CT9 4JG Tel: 01843 873300 [recruit.europe@tvone.com](mailto:recruit.europe@tvone.com) <http://www.tvone.eu>





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## Media Sales Executives

We have an opportunity for highly motivated people to create and sell multi-media solutions in our market-leading portfolio of newspapers and magazines.

We're not looking for people to just take orders; we're looking for people who can provide first class solutions for our customers.

We believe good customer service is at the heart of our success and we want to recruit people who can develop excellent business relationships and present effective and innovative ideas that will provide real value and response for our customers.

## Digital Sales Executives

You will play the key role in selling advertising and sponsorship across our market-leading portfolio of websites and mobile products.

Candidates will possess a proven track record in media sales, combining excellent communication and presentation skills, a great business acumen, tenacity, and the ability to build positive business relationships. Ultimately, we need an articulate and assured sales person with a structured sales technique, a positive manner and great all-round organisation and IT skills.

## Other Vacancies

KOS Media is always interested to hear from people with ideas who would be interested in a career in multi-media, within local or regional markets.

Whatever your skill set and experience is, please do tell us about yourself and send in your CV, with a covering letter, telling us what you have to offer and how you see yourself working at an innovative media company such as KOS Media.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

## To apply send your CV with covering letter to:

Jason Pyne, Development Director  
KOS Media, Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SS.  
Or by email: jason.pyne@kosmedia.co.uk

## Events and Exhibitions Executive

You will play the key role in selling and coordinating our groups events, exhibitions and sponsorship across our market-leading portfolio of newspapers, magazines, show guides, websites and mobile products.

- All vacancies come with the opportunity to earn high bonus potential, which is uncapped and based on your skills and desire to achieve major market share gains.

We're looking for professional individuals who are able to take ownership for their client group and work on their own initiative. Above all you will need to deliver total commitment and dedication to the business to help us continue to be the very best.

Applicants must have a full and valid manual driving licence. Ideal candidates will be computer literate with a sales/marketing background and the ability to provide industry-leading customer service.

## About us

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

## Archant is the UK's largest independently owned regional media business

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



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## CRICKET

BY STEVE Tervet

## Kent League Division Three

## Upchurch 1st XI v Downham &amp; Bellingham 1st XI

UPCHURCH are celebrating promotion to Division Two of the Kent League after closing their season with a 123-run thrashing of relegated Downham & Bellingham.

In a division where the promotion battle was fierce throughout, Upchurch staved off the attentions of Linden Park and Addington Village to go up, despite the latter occupying top-spot for almost the entire season.

Knowing their fate was in their own hands at the start of Saturday, Upchurch skipper Lee Stepney won the toss and elected to bat first.

His side made a steady enough start before Andrew Shirley and Adam Hodder departed in quick succession to leave the hosts 36 for 2.

However, there followed a third-wicket partnership of 58 between Michael Hales (32) and Lee Taylor, who was to provide the foundation for Upchurch with an unbeaten century.

Taylor received little support from the middle order and tail, though, but hung around to finish 104 not out as Upchurch closed their 50 overs on 209 for 9.

Chris Mendham took 4 for 41 for Downham, but the visitors, looking for only their third win all season, faced an uphill battle.

When opening batsman Greg Plowman was out for a duck, they must have feared the worst and Upchurch proceeded to close out the game with ruthless efficiency.

David Powell's 30 was the best score posted by any Downham player as they crumbled to 86 all out in the 32nd over, with Marc Bond taking 5 for 29, leaving Upchurch to toast their victory and a memorable campaign.

# Upchurch celebrate promotion in style



**HAND SHAKES:** Upchurch reaffirmed their position as Division Three top dogs with an easy win in their last game of the season

## SCORE CARD

## Upchurch 1st XI

	Runs
Michael Hales ct Hopper b Coddard	32
Andrew Shirley ct Hopper b Barnes	23
Adam Hodder lbw b Meeking	1
Lee Taylor not out	104
Michael Hales Jnr lbw b Mendham	14
Theo Barnett run out	6
Lee Stepney b Mendham	6
Marc Bond b Mendham	0
Daniel Parker b Cannon	1
Kevin Cunningham st Plowman b Mendham	5
Craig Bewick not out	9

Extras (6lb 2w)	8
<b>Total</b> (9 wickets, 50 overs)	<b>209</b>

## Batters

	O	M	R	W
Stewart Barnes	11	2	45	1
David Meeking	9	3	25	1
Chris Coddard	8	2	42	1
Chris Mendham	15	2	41	4
Adam Cannon	7	0	50	1

## Downham &amp; Bellingham 1st XI

	Runs
Greg Plowman ct Shirley b Bond	0
Joe Bumstead c&b Bond	23
Gary Hopper b Bond	1
Paul Sampson ct Shirley b Parker	14
Chris Coddard ct Shirley b Bond	0
David Powell ct Hales Jnr b Bewick	30
Robin Bailey ct Taylor b Bond	9
Stewart Barnes b Cunningham	6
Adam Cannon run out	0
Chris Mendham b Hodder	0
David Meeking not out	0

Extras (1lb 2w)	3
<b>Total</b> (all out, 31.3 overs)	<b>86</b>

## Batters

	O	M	R	W
Daniel Parker	7	1	20	1
Marc Bond	12	2	29	5
Kevin Cunningham	7	1	23	1
Craig Bewick	3.3	1	13	1
Adam Hodder	2	2	0	1

## LOCAL CRICKET ROUND-UP

## KENT LEAGUE DIVISION FOUR

## Wickham Park 1st XI v Rodmersham 1st XI

RODMERSHAM finished the Division Four season in fifth place after holding on to beat Wickham Park by two wickets on the final day of the season.

The home side were bowled out for 191, having won the toss, with Kevin Jones the pick of Rodmersham's bowlers as he collected figures of 4 for 41.

The Rodmersham run-chase stuttered at times, but Nick Denly hit an unbeaten 41 to anchor their innings, with the visitors reaching their target in the 47th over.

## Wickham Park 1st XI

	Runs
Iain Wilson	25
Cavin Maylon	4
Oliver Willis	13
Jeff Mascarenhas	10
Gary George	19
Toby Amos	17
Rahni Govada	16
Martin Crowther	36
Steve Teare	4
Adam Teare	4
Mike Baker	11
Extras (17b 5lb 5w 5nb)	32
<b>Total</b> (all out, 49.5 overs)	<b>191</b>

Batters	O	M	R	W
Chris Ansley	10	1	30	3
Dylan Emmett	3	0	22	0
Darren Nokes	12.5	2	42	2
Kevin Jones	15	3	41	4
Michael Jones	4	1	19	0
Jack Bayford	2	0	10	0
Nick Denly	3	1	5	0

## Rodmersham 1st XI

	Runs
Kevin Jones	0
Dylan Emmett	35
Michael Jones	29
Dave Cogger	4
Liam Ansley	4
Jack Bayford	16
Nick Denly	41
Darren Nokes	13
Kevin Beaton	29
Chris Ansley	4
James Beaton	4
Extras (14b 2w 2nb)	18
<b>Total</b> (8 wickets, 46.3 overs)	<b>193</b>

Batters	O	M	R	W
Martin Crowther	15	1	63	2
Toby Amos	2	0	14	0
Iain Wilson	11.3	3	41	4
Adam Teare	7	1	26	1
Steve Teare	11	3	35	1

## KENT LEAGUE PREMIER DIVISION

## Gore Court 1st XI v Lordswood 1st XI

THESE sides will meet in Division One next season after Lordswood were relegated alongside Gore Court, despite a four-wicket win on Saturday.

Court captain Karl Pearson was the lone star as he hit 80 not out in the home side's below-par total of 166 for 6 from their 50 overs.

Lordswood, knowing they had to win to keep their slim survival hopes alive, knocked off the runs with relative ease inside 33 overs. Mike Greenwood top-scored with 58 as Court closed a miserable season with their 13th defeat.

## Gore Court 1st XI

	Runs
Karl Pearson	80
Alex Campbell	1
Tyler Griffin	13
Timothy Johnston	0
Philip Edwards	30
Hal Pearson	17
Jamie Lavers	12
Ali Rushworth	0
Tom Palmer	0
Tom Passey	0
Adam Collins	0
Extras (2lb 10w 1nb)	13
<b>Total</b> (6 wickets, 50 overs)	<b>166</b>

Batters	O	M	R	W
Matt Greenwood	9	1	51	1
John Williams	5	2	5	0
Chris Piesley	10	0	29	2
Darren Scott	10	5	11	0
Jack Laraman	7	0	20	1
Lyndon Lockhart	3	0	18	0
Kevin Masters	6	0	30	2

## Lordswood 1st XI

	Runs
Matt Greenwood	58
Chris Piesley	3
Peter Stock	31
Christopher Vernon	22
Lyndon Lockhart	18
Alan Pattenden	0
John Williams	0
Darren Scott	9
Shaun Piesley	0
Jack Laraman	0
Kevin Masters	0
Extras (1lb 11b 17w 2nb 5pr)	26
<b>Total</b> (6 wickets, 32.3 overs)	<b>167</b>

Batters	O	M	R	W
Philip Edwards	10	0	41	1
Adam Collins	9	0	45	2
Tyler Griffin	7	0	22	0
Timothy Johnston	7	0	28	1
Alex Campbell	1	0	5	0
Karl Pearson	0.3	0	4	0

## KENT REGIONAL LEAGUE 1A CENTRAL

## Deal Victoria &amp; Barns Close 1st XI v Bapchild 1st XI

A SOLID all-round performance saw Deal Victoria & Barns Close rubber stamp their second promotion in as many years with a 29-run win against Bapchild.

The hosts needed just two points to confirm their status as runners-up and steady scores from all their batsmen laid the foundations for a good afternoon. Shane Beu top scored with only 35, but seven of his team-mates contributed at least 16 each to get them to 235 for 9.

Graham McNamara starred with the ball, taking 4 for 48, as a good start for Bapchild gave way to 206 all out.

## Deal Victoria &amp; Barns Close 1st XI

	Runs
Andrew Furness	20
Ben Smith	25
Sam Killip	28
Shane Beu	35
David Gibb	28
Stephen Moran	16
Leigh Walker	19
Josh Blacker	4
Scott McNamara	16
Graham McNamara	0
James Cumming	6
Extras (17b 6lb 10w 5pr)	38
<b>Total</b> (9 wickets, 50 overs)	<b>235</b>

Batters	O	M	R	W
Alex Ward	7	0	28	0
Joshua Hunt	7	1	15	0
Matthew Roche	15	4	49	3
Adam Larking	10	1	29	0
Nicholas Page	4	0	29	1
Ricky Dale	7	0	57	4

## Bapchild 1st XI

	Runs
Adam Larking	71
Lee Cogger	5
Matt Lewis	37
Joe Mills	2
Ricky Dale	23
Dylan Lee	16
Joshua Hunt	16
Alex Ward	6
John Heatley	6
Nicholas Page	4
Matthew Roche	3
Extras (21b 7lb 5w)	33
<b>Total</b> (all out, 48.3 overs)	<b>206</b>

Batters	O	M	R	W
Scott McNamara	7	2	20	0
James Cumming	13	4	47	3
Sam Killip	6	0	21	0
Stephen Moran	11	0	42	2
Graham McNamara	11.3	2	48	4

## KENT REGIONAL LEAGUE PREMIER DIVISION

## Westgate-On-Sea 1st XI v Bobbing Court &amp; Lower Halstow 1st XI

BOBBING Court missed out on promotion to the Kent League for another season despite winning by 73 runs at Westgate-On-Sea on Saturday.

The visitors, having won the toss and chosen to bat, racked up 256 for 8 with Gary Ryan (64), Chris Murphy (57) and Adam Haward (47) their main protagonists.

Chris Flint led the Westgate reply with 88, but they were restricted to 183 for 7 by the end of their 46 overs. Bobbing finish the campaign third, six points behind runners-up Nonington.

## Bobbing Court &amp; Lower Halstow 1st XI

	Runs
Richard Gower	47
Adam Haward	47
Paul Dennington	44
Gary Ryan	64
Chris Murphy	57
Simon Bennett	0
Daniel Ball	9
Iain Foster	18
Paul Bacon	0
Paul Aylward	0
Extras (5b 1lb 1w 5nb)	12
<b>Total</b> (8 wickets, 46 overs)	<b>256</b>

Batters	O	M	R	W
Chris Flint	12	1	72	1
Brian Andrews	12	0	59	4
Nick Baxter	11	2	59	0
Richie Holden	11	1	60	2

## Westgate-On-Sea 1st XI

	Runs
Nick Sandwell	10
Richie Holden	21
Chris Flint	88
Nick Baxter	4
Keith Sandwell	27
Brian Andrews	16
Freddie Day-Shields	0
Johar Ashfaq	0
Luke Liepins	7
Nick Haynes	0
Extras (5b 3lb 1w 1nb)	10
<b>Total</b> (7 wickets, 46 overs)	<b>183</b>

Batters	O	M	R	W
Paul Bacon	8	1	50	0
Paul Aylward	12	3	33	2
Richard Gower	12	3	29	4
Paul Dennington	10	2	51	1
Jamie Ward	2	1	4	0
Chris Murphy	2	0	8	0



# Luchford's praise for Met after Town cop a beating

## FOOTBALL

BY STEVE TERVET

### Faversham Town 0

### Metropolitan Police 2

Noakes 54, Field 74

FAVERSHAM Town manager Justin Luchford paid tribute to a strong Met Police team after watching his side suffer their first defeat of the season on Saturday.

The Met are many people's favourites to lift the Ryman South title this season and with Faversham missing five first-teamers, Luchford felt Town held their own in difficult circumstances.

With Danny Lye and Dale Skelton missing through injury and Dan Larkin and Shane Hamshare also unavailable, Faversham were dealt another blow when goalkeeper Rob French was injured during the warm-up.

French went straight to hospital with a chipped bone in his thumb, paving the way for Georgian stopper Giga Zulmatashvili to make his Lilywhites debut.

Zulmatashvili kept the visitors at bay with a series of smart stops and although he was beaten twice in the second-half, Luchford praised his stand-in keeper.



**DEFEAT:** Tom Hickman (in white) and Faversham lost against a Met side favoured by many to win the Ryman South title

"He did very well," he said. "He was a little bit erratic at times, but he made some good saves and he did his job. Frenchy could be fit for the FA Cup on Saturday, but we will have to gauge whether he's right for that. The good news is that it's not a fracture because then he'd be out for six weeks.

"It was quite pleasing because we had five missing so it was 'backs to the wall' before we'd even kicked a ball. To lose 2-0 to Met Police in that situation, I'm not too disheartened.

"They were well-organised and they had decent players. Just before their second goal,

### Faversham Town starting XI



Subs: Hunt (Hill 60), Sindlen (Luchford 75), O'Brien (Botterill 75)

we were thinking we might get away with a point. They were better in the second-half, they had more strength in depth than us and every player who came on made them stronger. That's why they're favourites."

Faversham started strongly, but failed to register an effort on goal before Neil Lampton and Eddie Smith both called Zulmatashvili into early action.

Justin Ascheri then saw his effort deflect wide at one end before Zulmatashvili did brilliantly to tip a James Field shot over at the other.

Steve Noakes opened the scoring for the Met when he headed home Craig Brown's cross in the 54th minute and Field made it 2-0 when he burst through with 16 minutes remaining.

Luchford welcomes back Larkin and Hamshare for Saturday's FA Cup trip to Fleet Town, although Skelton faces another week on the sidelines and striker Danny Hunt has a calf problem.

Faversham travelled to Whyteleafe last night. Log on to [www.yoursware.co.uk](http://www.yoursware.co.uk) for match details.

## FOOTBALL



**OVER-RUN:** Sittingbourne took the lead but Bognor Regis (in white) proved far too strong

## Bourne flatter to deceive in Bognor defeat

### Bognor Regis Town 4 Sittingbourne 1

SITTINGBOURNE'S early-season struggles continue after surrendering an early lead at Bognor before going on to suffer a heavy defeat.

Gary Abbott's side went into Saturday's game having drawn their opening three fixtures and they made the perfect start at Nyewood Lane when Tom Bradbrook scrambled the ball home from a Jaie Nuttall corner.

However, Bognor came back strongly and Dean Maynard saw his shot blocked before the Rocks did equalise in the sixth minute. Phil Turner tried his luck from the edge of the box and the ball flew over Brickies goalkeeper Matt Reed.

From this point, Bognor began to assert their authority on proceedings and they took the lead midway through the half, although the goal had a huge touch of fortune attached.

Ben Johnson swung a free-kick across from the right and Ross Morley, with no-one around him, sliced the ball off the post and into his own net.

### Hat-trick

On another day, Maynard could have claimed a hat-trick before half-time as Sittingbourne's defence wilted, but he let three glorious opportunities pass him by and it remained 2-1 at the interval.

With Abbott's words ringing in their ears, the Brickies went in search of an equaliser and Ryan Golding twice went close, only to be thwarted by Rocks keeper Craig Stoner.

Bognor went 3-1 ahead in controversial circumstances, with play allowed to continue despite a head injury and Maynard running through a statuesque Brickies back-line to score.

Nuttall sent over a dangerous free-kick which brought no reward as Sittingbourne looked to recover, but Bognor had the last word 13 minutes from time when the ball was half-cleared to Maynard and he smashed home a shot from an acute angle.

Sittingbourne were back in action at Bourne Park last night when Kent rivals Ramsgate were the visitors in Ryman South. Log on to [www.yoursware.co.uk](http://www.yoursware.co.uk) for a match report and reaction.



**CRASH:** Shane Byrne took a spill in qualifying

## SUPERBIKES

## Shakey secures top tens after Nurburgring crash

THE latest round of the World Superbike Championship saw Shane Byrne restricted in his bid for success after crashing in qualifying at the Nurburgring.

Byrne had to start from the fifth row of the grid as a result and that cost him the chance to challenge for the top placings, despite showing good pace in practice and both races.

The Sheppey rider finished ninth in race one and tenth in race two, but tried to take the positives out of a frustrating weekend.

"I showed that I had pace right from the first practice session and I hoped for two great races," he said. "Unfortunately, the crash compromised my weekend and I didn't achieve what I had hoped to. It is difficult to make passes here and the fact that I started from the back didn't help, of course, but I gave 100 per cent and in the end I managed to finish in the top-ten which wasn't bad."

Jonathan Rea won the weekend's first race with Byrne's Althea team-mate, Carlos Checa, coming in second to grab a spot on the podium. However, Checa retired before the end of race two, which was won by Noriyuki Haga.

## Norton keep unbeaten run going with victory in FA Cup

## FOOTBALL

### Norton Sports 3 New Milton Town 2

NORTON Sports continued their excellent start to the season at the weekend as they saw off New Milton Town to book their place in the FA Vase second qualifying round.

Ben Taylor's side have now won four games on the bounce and have yet to taste defeat this term, although they endured a nervy end to Saturday's tie at Winch's Field.

The hosts could have been ahead inside five minutes as Ashley Baverstock's shot flashed past the upright, but the striker was not to be denied for long.

Three minutes later, a free-kick was floated into the New Milton box and when the visiting goalkeeper missed the delivery, Baverstock pounced and volleyed into the empty net.

Rob Welling then had an excellent shot saved as Norton pressed for a second, but Taylor's side were unable to maintain their pace and half-time arrived with the score at 1-0.

Just before the hour-mark, Norton scored a second when Tony Clark's fine through-ball picked out Baverstock who ran on and calmly doubled his tally.

Norton goalkeeper Nick Shaw was then called upon for the first time to save well from close range, but he was then penalised for a push in the area, with New Milton tucking home the spot-kick.

Back came Norton with a penalty of their own – Russel Jeffrey converting after Ben



**SPOTLESS:** Norton Sports have won all four of their league games

Taylor had been brought down in his attempts to connect with a corner.

New Milton made it 3-2 late on after Shaw spilled a tame shot, but Norton hung on and they go through to an away tie with Fisher on September 18.



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